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## THE PARENT OF ALL THE TRUSTS.

THE fruitful parent of all the trusts that have been formed and are now forming, is the Standard Oil Company. That is not only the oldest, but it is the strongest aggregation of capital and business capacity ever drawn together in any line of business outside of railroad operations. Its astonishing success fascinates the mind of every man who is familiar with commercial methods and who contemplates its attainments. Marvelous in the perfection of its organization, invincible in its overpowering strength, astonishing in its economies of production, and more astonishing in the low prices at which its products are marketed, it is the model from which every argument in support of the trust idea has been drawn. And so often and so furiously has it been attacked by press and pulpit, state legislatures, and reformers of every kind and degree, that the American people have come to look upon it as a thing which must endure because of the essential soundness of the principles upon which it is builded. But the secrets of its strength are perfectly obvious to men who are trained in economic thought; and at this time, when we are confronted with a formidable combination essaying to do nothing less for the rubber industry than has been done in oil, it behooves the substantial men of the rubber trade to take careful note of the contrast between the conditions under which the oil trust has succeeded, and those under which the rubber trust must inevitably fail sooner or later.

In the first place, crude petroleum is a natural product. The supply is limited rigidly by the flow from known oil fields. The simple problem with which Mr. Rockefeller and his associates have to deal, therefore, is to get control in each new oil field as it develops. In other words, nature limits the supply of crude material, and geography definitely locates it. Having in the course of its operations secured absolute control of all existing oil fields, it is now a simple matter, with their enormous capital and obvious advantages, to speedily gain control of each new field as it is developed.

Beyond this, both crude and refined oil are large in bulk, and their transportation from the point of production to the point of manufacture, and then again to consumers in every part of the world, makes the item of transportation enormously important—so important in fact that the Standard Oil Company has found it profitable to own thousands of tank cars and hundreds of miles of pipe line operated by gigantic pumping apparatus. Having command of this enormous amount of freight, they are in position to dictate terms which can either make or break railway lines, and the sums they have thus saved on the cost of transportation mount into millions of dollars.

Beyond these two features of the business which broadly distinguish it from every other line of manufacture, enormous capital is required for the equipment of their factories, tens of thousands of employees are scattered all over the country, and the by-products of their refineries are so many and so important that each in itself constitutes an important business. Indeed, it is said to be a fact that

the profits from these by-products have come to be so great that the Standard Oil Company could afford to give away the ordinary grades of refined oil and still declare handsome some dividends on their stocks.

It must be plain to any well-informed man of business that the principles of success applying to an enterprise of that peculiar character, and of such enormous proportions, can have no application to a distinctly manufacturing and commercial business, like that of India-rubber manufacture. In the first place, we know definitely that the supply of crude rubber is practically inexhaustible. The number of natives in the tropics who can be sent into the rubber forests is unlimited; and hence both the supply and price of crude rubber are regulated closely by the demand, precisely as in the case of wheat, oats, and corn. More than this, crude rubber is small in bulk, can be easily transported, and every vessel that sails the seas can carry a batch to the market where needed.

What is true of the crude material is equally true of rubber factories. Great or small, many or few, they can be produced in an inconceivably short time, in exact proportion to the demand for them. Indeed it is doubtful if there is any other line of manufacture of importance which requires so little capital with which to make a start, and which offers such numberless opportunities for successful operation against any sort of trade combination. The man who knows how to manufacture rubber can buy his crude material in hard-cash competition with the strongest combinations; he can rent a factory building; buy all the machinery required on credit; sell his products to customers who are his friends; and if competition gets hot in one line, he can readily shift to another.

In proof of this we need only cite the known experience of the United States Rubber Company. No aggregation of manufacturers has ever yet been formed which combined more brains and capacity in its formation and management; no enterprise ever had more substantial backing from the financial interests centering about Wall street; and no other branch of the trade offers such fine opportunity for economy in production and distribution, because the manufacturing processes are all simple and similar in every factory, while the product is sold at wholesale to jobbing houses, with whom the personal equation in salesmanship is reduced to a minimum. But what has been the result? Mr. Banigan would have undoubtedly wrecked the combine if they had not bought him out at a price enormously in excess of the actual value of his properties, a price which nobody but an unsuspecting public could ever be induced to pay. But even with Mr. Banigan out of the way, they still found that the cancer of competition was incurable, and so again they have had to buy Mr. Converse off at an equally fabulous price. Surely that ought to ensure safety for the future. But! already we have seen that the men who have actually been made rich by the United States Rubber Company—one of its presidents and several of its directors—have, within the past two or three years, built new factories, equipped them with the very best of modern machinery, and in spite of the competition of their great

rival, they are sailing into the fight serenely confident of selling enough goods to make handsome profits, or selling out to the trust at yet longer profits, as both Banigan and Converse have done.

These object lessons ought to be enough to teach the substantial and far-seeing men who are engaged in the manufacture of mechanical goods, that their true policy is a very simple one: Make absolutely sure that you get a very fat price, or don't go in at all; for if you are wise enough to stand out, as Banigan and Converse did, you may command an enormous premium a little later on.

#### TRADE EXPANSION AND THE RUBBER INDUSTRY.

THE rubber industry in America has reached a condition which makes it clear that continued success must depend largely upon new methods. Those were golden days for the rubber trade while the home demand for goods continued greater than the capacity of the factories. Now, however, one-half the existing rubber factories doubtless could supply all the products in their line needed in the United States, great as the demand has become. Again, the industry was long confined in a few hands by certain important patents. The vulcanization patent of Charles Goodyear was in force for twenty-one years, during which time vulcanized goods could be made only by Goodyear's licensees. Patents were obtained later for processes for making belting, hose, and the like, which limited the number of producers for years after the vulcanization process had become public property. An additional monopoly in certain branches of the industry resulted from our national policy of protection, the object of which was to preserve the great home market for American manufactures. With all these circumstances operating in the interest of a few rubber concerns, large profits could be made without much regard to economy in production.

Gradually, however, the importance of economical methods became apparent, and under the incentive which existed for each manufacturer to become able to undersell his home competitors, the number of whom was constantly growing, innumerable improvements were made in the direction of cheaper production without deterioration in quality. Some manufacturers, no doubt, unable to achieve such successes, have cheapened their goods by illegitimate means, but, taken as a whole, American rubber products can be sold for less money to-day, quality for quality, than those made in any other country. New processes, new compounds, the use of new ingredients, the capacity to use grades of rubber formerly unavailable—all came in, each with the result at first of greatly profiting those who were so fortunate as to gain a knowledge of them in advance of the trade at large.

\* \* \*

PRACTICALLY there are no longer any factory secrets worth guarding and no patents in force that apply to the leading lines of products, while the tariff no longer protects the rubber man, because he would be safe from foreign competition in any event. What is now to be considered is that

a limit has been reached in the home demand, though the capacity for production is practically unlimited. But instead of seeking new markets, the manufacturers are living off of each other. Their selling agents flock wherever an order is in prospect, each intent upon securing the business, whether at a profit or not. Recently a distant city desired to buy a few hundred feet of fire hose, for which a number of leading firms competed, submitting to expensive tests of their goods. At last accounts two of the unsuccessful competitors were having trouble over the certified checks which they had deposited and which the authorities declared had been forfeited to the city. And it is asserted that, when an order for insulated wire was to be placed lately, a certain city was visited by the principals or selling agents of eleven different concerns, each of whose expenses amounted to more than any possible profits on all the business involved.

As a means of relief from this throat cutting state of affairs, where the object is as often to prevent a competitor from getting business as it is to make profits for one's self, the trade is filled with talk of trusts, combinations, and price agreements, in spite of the plain facts that no trust ever controls a trade longer than the time required for outsiders to start up competing factories, that combinations never hang together, and that the parties to a price agreement cannot long adhere to it even when they want to do so. The foundation principle of the trust is restricted production, in order that prices may be kept up, whereas in a great country like ours the ambition in every industry should be to extend its production until the whole world is, comparatively, as well supplied with manufactured goods as our own people are.

\* \* \*

THERE has been no restriction of the rubber manufacture in England. There has been none in Germany. There has been none in Russia, or in France, or in Italy. Even Sweden and Norway are building rubber works, and a large new factory is to be added to the number already operating in Austria. Every year, likewise, has shown an increase in the industry in Canada. There has been no falling off in any country in the consumption of rubber goods. There has been an increase, in fact, not only in the countries named, but in many non-manufacturing countries, whose wants can be supplied only through importers. There has been a steady increase in the production of crude rubber, and the demand for it has been so great that the price has gone upward steadily for three years past. But there has been no proportionate increase in the demand in this country, where we complain that crude rubber costs too much and rubber goods sell for too little.

Rubber is high priced in America for the same reason that it is high priced everywhere—there are so many people in the world anxious to buy rubber goods and willing to pay fair prices for them that the millions of producers of crude rubber cannot supply the commodity as fast as the manufacturers, as a whole, need it. Obviously the wiser course for the American manufacturers, instead of sacrificing prices in the attempt to undersell each other in the now limited home market, would be to devote their

attention to the wider markets of the world. Whenever they turn to these new fields with a determination to gain a footing in them, it is impossible but that they will succeed. How can they fail, in competition with foreign users of our rubber machinery and our processes, who have had less experience, in point of years, than the leaders in the industry here, and who cannot claim superior skill or ingenuity?

\* \* \*

We are face to face with a new era of trade expansion, born of the matchless victories at Manila and Santiago. Already the changed situation has stimulated the opening of new agencies abroad for our goods, the sending out of Americans as heads of houses or as salesmen, and inquiries from abroad regarding what we have to sell. The result cannot fail to be an increase in our already growing exports. For the greater respect in which the United States will be held hereafter, will assure a wider hearing for our products wherever it is attempted to sell them direct in foreign markets. Our rubber men have now only to devote the same degree of energy to the cultivation of a foreign trade that they have given in the past to supplying the American market, to achieve the same success abroad as at home.

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THE SUPERIOR QUALITY of American rubber footwear is proved by the higher prices paid for domestic rubber scrap for reclaiming purposes than for the best imported stock.

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NOWHERE ELSE DO PEOPLE GO ABOUT their work with so little regard to wintry weather as in this country. This is due in part to the extensive use here of rubber weatherproof goods, the wider introduction of which into other countries might tend to a change in the customs of some people who now shut themselves indoors when it snows.

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IN THE DEATH OF SENOR DON MATIAS ROMERO, which is reported from Washington as THE INDIA RUBBER WORLD is going to press, Mexico has lost one of her ablest men, and both republics are deprived of a very helpful factor in promoting closer relations of a desirable character. Señor Romero was indefatigable in working for the best development of Mexico, and it is not too much to attribute to his influence much of her material progress in recent years. A subject in which Señor Romero felt particular concern was the cultivation of rubber, in regard to which he favored THE INDIA RUBBER WORLD at various times with interesting communications.

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THE PRESENT WINTER PROMISES to be a record breaker in respect to the rubber footwear trade. The exceptional storms we have had came so early in the season as to clear the stocks of dealers and manufacturers to a degree seldom known in the past, insuring a crop of supplementary orders which will make the production for the year probably the largest ever known. Not only will it be unnecessary for manufacturers to reduce prices in order to dispose of their production, but all classes of dealers have profited and are likely to profit further by the fact that the stringency of the weather has made buyers of rubbers willing to pay standard prices without hesitation. The weather has brought profits to still another class, as indicated by the advance in "Rubber" on the stock exchange immediately after the Thanksgiving storm.

## PLANS OF THE PROPOSED RUBBER TRUST.

*An Authoritative Statement Regarding The Rubber Goods Manufacturing Co.*

### EDITORIAL NOTE.

THE statement which follows comes to THE INDIA RUBBER WORLD through wholly trustworthy sources. This journal assumes no responsibility, however, for any of the assertions made, beyond accuracy in reporting the company's program as made known through persons authorized to speak for it.

**T**HE first steps have been taken towards forming a corporation to be known as the Rubber Goods Manufacturing Co., and which is meant to include all branches of the trade other than rubber boots and shoes and hard rubber goods. The footwear trade is largely in the hands of the United States Rubber Co. and three of the four American manufacturers of hard rubber formed a consolidation only a few months ago. The promoters of the new company are actively at work, in the expectation of being ready to file articles of incorporation in New Jersey within the next two weeks, and the following statements have been given to THE INDIA RUBBER WORLD by one in high authority.

The number of companies now in the trade that are eligible to join the new combination is not stated definitely by the promoters, but it is estimated that their tangible assets aggregate \$15,000,000. It is proposed, therefore, to fix the capitalization at double this figure, one half of the stock issued to be in 7 per cent. cumulative preferred shares, and the remainder—representing trade marks, patents, good will, and presumably service contracts—in ordinary or common shares. No list has yet been given out of the rubber manufacturers who have signed the agreements drawn up by the promoters, but it is stated that the signatures have been obtained of concerns doing a business of \$10,000,000 per year, out of an estimated total annual business, by the companies considered eligible, of \$25,000,000.

Conditions are alleged to have arisen in the rubber industry within recent years which make desirable some sort of readjustment all around, and it is urged that this can be accomplished most readily and most thoroughly by a consolidation of the management of the various factories. Certain of the companies had in view as likely to be embraced in the new corporation are stated to have made profits in recent years as high as 15 to 20 per cent., while other concerns, working on similar lines of goods, have made nothing, or have shown losses of as much as 5 per cent. The promise is held out that, under a consolidated management, a profit can be made on the whole business, after making a general reduction from the present prices of products. A cut of 7% per cent. in prices is promised as soon as the combination takes effect.

As for the lines on which it is proposed to conduct the industry, it is suggested that benefits would accrue from so differentiating the work of manufacture as to confine each branch to certain factories, instead of each attempting to produce a variety of goods. Again, with factories in different states, a division of trade could be made on a territorial basis, whereas now every important concern is trying to sell goods in every part of the country. Not the least of the advantages claimed under the new arrangement is that crude rubber may be purchased more economically by the manufacturers working together than is now the case. While it is not proposed that the new company shall be related in any way to the United States Rubber Co., yet it is contemplated that they may work toward the same ends in respect to the purchase of raw materials.

While individual concerns, with small capital, could effect little in the way of influencing crude rubber prices, it is claimed that the total production of rubber is so small, and is confined to such narrow geographical limits, that the investment of say \$8,000,000 of capital would make possible its complete control. This would involve co-operation in European markets, of course, since prices of such a commodity cannot be fixed in a single country; but it is held that this will not be an unsurmountable difficulty, in these days when cabled market reports enable the whole situation to be known in any important center.

In answer to suggestions regarding the ability of small manufacturers who may be left outside this combination becoming strong enough in time to prove formidable competitors, it is claimed that they will be permanently at a disadvantage (1) from the lack of the peculiar economies of production and the superior channels of distribution possessed by the big company, and (2) from their inability to buy rubber on so favorable terms. The proposed control of the crude rubber market is expected to afford a marked relief from the present conditions of high priced material, though it is urged that this feature of the combination would be no less desirable, no matter how much rubber might decline through the operation of the laws of supply and demand.

The present has been chosen for taking this step toward a consolidation, because the continued high cost of rubber has emphasized the desirability of making radical changes in the methods of the industry, and also because, it is alleged, the success of the United States Rubber Co. can be pointed to as proof of what may be accomplished in other branches which rest, fundamentally, upon the use of raw material of the same character. It is claimed that, whereas some of the rubber shoe companies were formerly on an undesirable footing, all that went into the consolidation formed six years ago have made good profits.

The present negotiations are in the hands of Charles R. Flint, who brought about the organization of the United States Rubber Co., and who is now treasurer of that corporation. Interested with him are said to be some of the leading financial houses in New York. An underwriting syndicate has been formed, which is said to include such firms as Baring, Magoun & Co., August Belmont & Co., J. P. Morgan & Co., R. P. Flower & Co., Kuhn, Loeb & Co., Brown Brothers & Co., Heidelbach, Ickleheimer & Co., Levi P. Morton, J. & W. Seligman & Co., and about twenty others. About \$3,000,000 of the shares first intended to be issued have been allotted to these firms. [The names of the signers of the prospectus have not been given out.]

**AN AMERICAN GOLF BALL IN ENGLAND.**—Bertram G. Work, of Akron, Ohio, and Coburn Haskell, of Glenville, Ohio, have obtained a patent in England for their new golf ball. "The object sought is accomplished by making the main body of the core preferably of highly elastic material, such as rubber thread wound under high tension into spherical form, and covering the same with Gutta-percha or one of its substitutes, such as Balata gum, the covering possessing the attributes, comparatively speaking, of inelasticity, toughness, hardness, and lightness."

## WEAKNESS OF THE RUBBER TRUST IDEA.

*A Notable Chapter of History.*

"I THINK the other branches of the rubber trade owe a large debt of gratitude to the United States Rubber Co. for giving them so good an object lesson on the weakness of the trust idea as a basis of doing business," said a man whose acquaintance with the trade for several years past gives interest to whatever he has to say on the subject.

"How has that weakness been shown?" he was asked.

"The big company has never been able to stand up against competition. In spite of its enormous capital, a board of directors made up of men who had become rich making rubber shoes, and the co-operation of the same selling agents who had marketed the products of the various factories during their independent existence, there was a thorn in the side of the United States Rubber Co., so long as Joseph Banigan remained on the outside. If Mr. Banigan hadn't been a strong, aggressive character, he never would have been able to begin his career with \$10,000 borrowed capital and build up a rubber shoe business at Woonsocket which made him a millionaire. In those days Mr. Converse's company gave the combination no trouble on the score of prices; he left it to the Woonsocket company to make the trouble. Mr. Banigan was able only to demonstrate his ability in such a measure that he had no trouble in getting \$100,000 capital together, after which, without the investment of another dollar beyond what was made in the business, he felt able to refuse an offer reported at \$5,000,000 for his plant when the United States Rubber Co. wanted to get rid of his competition. When he did join them, it was on the basis of taking \$11,702,800 in shares, for his interest and that of his associates, becoming president of the combination, and having good places made for his sons and the lieutenants who had been so loyal to his business interests. That was the plainest sort of confession of weakness."

"But all that is ancient history," it was suggested.

"True, but history goes on repeating itself. It occurred to Mr. Converse one day that so many outsiders were impressed with the idea that big profits could be made in rubber shoes, that an inconvenient number of new factories might be started, and his company, without warning, and in advance of the usual date for fixing prices for a new season, made a cut of 16 per cent. on the whole list. This no sooner came to the knowledge of the United States Rubber Co. than they telegraphed to all their agents to meet the cut, as a result of which there was a heavy drop in the earnings of the company. The next season Mr. Converse delayed fixing prices for a month, and the bigger company waited too. Now, before the end of the business year, they have put an end to what must have been to them an uncomfortable state of affairs by buying out the Boston Rubber Shoe Co., with a capitalization of \$5,000,000, for \$13,625,000—equivalent to over \$12,000,000 at the market price of the securities which formed part of the purchase price."

"But what is to hinder the United States Rubber Co., with these two big concerns out of the way, from keeping control of the field?"

"Why, that ought to be plain enough. The combination has offered enormous premiums for competing companies to spring up for the purpose of being bought out of the way. The contract with the Boston Rubber Shoe Co. had scarcely been closed before an offer was made to a new company out

west who were doing such a live business in combination wool and rubber boots as to affect the sales of the United States Rubber Co. in that line, but up to date the western concern has elected to continue an independent existence. You see that one doesn't need to be a Banigan or a Converse to attract the attention of the big company. Why, about the least concern in the business—the factory out on Long Island—accepted an offer some months ago to stop operations, and has since been idle. There are as many rubber factories operating to-day as at the time of the organization of the United States Rubber Co., in spite of all the factories bought up and closed by that concern, and still others are in sight. This is only natural with the record established by the big company in the way of buying up concerns disposed to make a fight against them. The same conditions confront any combination of rubber concerns in other branches of the trade."

"There are some other things of fundamental importance in this connection. What made the Woonsocket concern so powerful was its control by an able man who worked steadily toward a given purpose, with a definite policy. This became impossible when the same man was placed at the head of a corporation with more than 6000 stockholders, and was obliged to advise with a board of directors whose views were never unanimous on any one point. This, too, was the secret of success of the Boston Rubber Shoe Co., which was practically a family affair, with no reason to take the public into its confidence. When the sale took place to the United States Rubber Co., a public company, it became necessary to make some statement of its affairs, and the fact came out that, with a capital of only \$5,000,000, the Converse company had made profits in a single year as high as \$1,800,000, while the bigger company, with a capitalization of more than \$40,000,000, has not disbursed as much in dividends in any year. The Boston company, during its long history under a single management in which was concentrated business sagacity, a high grade of manufacturing ability, and the utmost fairmindedness, made a record which attracted buyers to them as a sort of personal clientele—such as would be well nigh impossible for a company managed by a board of directors composed of discordant elements. This explains the difference which is likely to exist between a personally conducted business and one in which the responsibility for management cannot always be fixed."

"One illustration will show why the Boston company had such a strong hold upon its customers. One year many of their shoes 'bloomed' rather badly. Mr. Converse no sooner heard of this than orders were given to recall all the goods of this lot, which were replaced by new goods without the objectionable feature. It is safe to say that, thereafter, every customer who had been a party to this treatment was ready to give his preference to the Boston company. At the same time it might not have been possible for a big company, under composite control, to have pursued just the same policy. Wall street quotations might have been seriously affected by newspaper stories about the affair, published at the instance of 'bear' operators."

"No doubt it would be possible for economies to be introduced in manufacturing in some lines, with a judicious combination of factory facilities, but in a mercantile business it is the selling of goods that counts in the end, and the creation

of such relations with customers that they will be disposed to remain buyers from a company without regarding every concession in price by a competing manufacturer. This is the

highest accomplishment in salesmanship, and this may be attained more readily through the medium of personal control than under any other system it is possible to devise."

## RUBBER TRUST NEWS AND GOSSIP.

### REPORTS IN THE DAILY PRESS.

**T**HE daily newspapers have had something to say regarding the consolidation of the rubber companies. Several Boston journals, for instance, gave the following as a list of the leading companies, together with the paragraph which follows, in quotations:

COMPANIES.	Capital.
Gutta Percha and Rubber Co., New York .....	\$800,000
Boston Belting Co., Boston .....	1,200,000
New York Rubber Co., New York.....	300,000
Manhattan Rubber Co., New York .....	150,000
Peerless Rubber Co.....	100,000
National India Rubber Co., Bristol, R. I.....	1,200,000
Mechanical Rubber Co., New York.....	5,000,000
New Jersey Car Spring and Rubber Co.....	400,000
Whitehead Bros. Co.....	60,000
Revere Rubber Co., Boston .....	1,500,000
Mercer Rubber Co.....	75,000
Akron Rubber Co., Akron, Ohio .....	1,500,000
Empire Rubber Co., Trenton.....	250,000
Globe Rubber Co., Trenton.....	200,000
Trenton Rubber Co., Trenton.....	300,000
New Jersey Rubber Co., Trenton.....	100,000
Diamond Rubber Co., Trenton.....	300,000
Newton Rubber Co., Newton, Mass.....	100,000
Total .....	\$13,535,000

"The Boston Woven Hose Co., capital \$900,000, is not included, owing to it being in the hands of assignees, but the formation of the combination will undoubtedly enable that company to dispose of its plant to advantage. Most of the companies are in a prosperous condition and their stocks command a premium. The stock of the Gutta-percha company sells at nearly \$400 per share and stock of the New York Rubber Co. at above \$200."

The ignorance regarding the companies named in this list displayed by its compiler is on a par with most newspaper statements on such subjects. The Peerless Rubber Manufacturing Co., put down here with \$100,000 capital, is incorporated under the laws of New York with \$1,000,000. The National India Rubber Co. is a part and parcel of the United States Rubber Co., equipped for and run chiefly on rubber shoes, doing a little business in mechanical goods, druggists' sundries, carriage cloth, and insulated wire. If the mechanical people are willing to take it over on the basis of the capital given—\$1,200,000 (the same as the Boston Belting Co., for instance), they have a deal of courage. Errors are made in giving the names of companies and in crediting the Diamond Rubber Co. (Akron, Ohio) to Trenton.

A different list, telegraphed from New York and widely printed, included also the names of Morgan & Wright, of Chicago; The Hartford Rubber Works Co., and The Stoughton Rubber Co.

An earlier rumor was one sent out with a Trenton date line to the effect that all the rubber concerns in that city had formed a combination, at a meeting held in New York city. These companies, the report said, would be operated from one office, with \$5,000,000 capital, and other details were given with an air of circumstantiality. The list given of the Trenton factories, however, was not correct, and one concern was included in the list which has no factory at all, but is simply a commission house, selling largely to one or two railways, and actually

having nothing to dispose of beyond a good will vested in two of its owners—an asset which it would be rather difficult to fix a value upon. Very little investigation was needed to prove the whole story to be false.

The assertion comes from more than one quarter that some of the rubber manufacturers had their fighting blood so aroused by a publication in the daily press that the rubber trust would make it impossible for them to buy crude rubber unless they went into it, that a combination in opposition to the first named trust is seriously talked of. In other words, it is a combination for protection and self-preservation.

### THE VIEWS OF ONE RUBBER MANUFACTURER.

"THE talk about the rubber trust is becoming too general for THE INDIA RUBBER WORLD to ignore it, and we should like your help toward a correct understanding of the facts," said a representative of this paper to the president of a leading company which has been named in connection with the proposed consolidation.

"There has been no such combination as the newspapers have reported," he replied, "but it is in the air. We have been talking the matter over, and something may happen very soon. The fact is, that we are obliged to take some action. Some of us are making money, but not as much as the volume of our business warrants. Our own concern has paid dividends regularly, and some others have done so, but one large concern has gone down lately, and other large ones are in an undesirable condition. It was the vital necessity for some measure of relief that led to the concerted effort last summer to advance prices. That did not prove so successful as we wished, and something else must be tried. We believe that we can find a way to work together for mutual advantage, and yet without putting any burdens upon the consumers of our goods."

"Is it intended to take in all the mechanical goods factories?"

"No; only some leading concerns."

"In that event, may not some of the concerns now rated as small have a chance to become big ones, at the expense of the combination?"

"We have had that in mind, and I think that we shall be prepared for them in a way that will enable us to protect ourselves."

"More than one scheme of consolidation has been suggested; in what one are you interested?"

"Any combination that may be made will be the work of the rubber men themselves. Mr. Charles R. Flint, whose name appears prominently in the newspaper gossip, has talked with me on the subject, but has not asked me to sign the prospectus which I understand he has drawn up. Mr. Flint has had experience in this line, and is interested in other combinations now existing, but he is not a practical rubber man, and it will be found, when the time does come for us to get together, that the views of the manufacturers will control."

"Does the plan you have heard discussed look to taking in the Trenton factories?"

"No."

"Your company declined to go into the movement which resulted in the organization of the Mechanical Rubber Co., and I recall your assertion, at one time, that you would never join a consolidation on the same lines as the United States Rubber Co."

"We were opposed to any consolidation then, but the conditions have changed. But we should still object to combining on the lines of the companies you mention."

#### NOT IN THE COMBINE.

MR. AMADEE SPADONE, president of the Gutta Percha and Rubber Manufacturing Co. (New York), assures THE INDIA RUBBER WORLD that his company will not be included in the Rubber Goods Manufacturing Co.

The Hartford Rubber Works Co. (Hartford, Conn.) write to *The Wheel* denying the truth of a report that they would join the new combination. They say: "The Hartford Rubber Works Co. has always been successful in managing its own affairs, and will undoubtedly be able to continue to do so for some time to come."

#### A DISCLAIMER FROM AKRON.

THE B. F. GOODRICH COMPANY,

AKRON RUBBER WORKS.

Akron, Ohio, December 30, 1898.

RECENT Associated Press dispatches contain a list of rubber manufacturers who are reported as being ready to enter into a combination.

The name of this company appears upon that list without warrant or authority from us.

We send this notice to our customers so that they may have an authoritative statement of our position.

We earnestly request that they will not give credence to newspaper reports.

Should we ever decide to enter into a combination we will formally notify our friends to that effect.

THE B. F. GOODRICH COMPANY.

#### WHAT A SMALL FACTORY CAN DO.

An official of one successful rubber manufacturing company said to an INDIA RUBBER WORLD man :

"There are some things that no rubber trust can stop. It can't stop new concerns from starting up. I could, myself, without much capital, either, get together a grinder, washer, calender, and the like, and start to turning out belting and hose of good quality and sell it in competition with any trust that can be started, to buyers in the trade whom I know, and make money at it. And there are plenty of other young men in existing rubber factories who can do the same thing. I believe in the personal equation as an element in doing business. When our concern was young, we induced a selling agent to leave the employment of one of the oldest rubber companies and go with us. His great success in selling goods for his old employers was believed by them to be due to their long established reputation, but he has gone on selling to the same trade, substituting our goods for those he formerly handled, apparently without any trouble. The man's personality counts, and until a trust can be formed that takes in and keeps everybody employed who is now in the business, the trusts will always have a thorn in their sides in the way of competition from 'little fellows.'"

## CRUDE RUBBER NOT EASILY CORNERED.

**I**T would not be a simple matter for a single company to control the world's supplies of crude rubber. While the growth of rubber is confined to certain countries, the amount of territory involved is enormous. The area known to produce Pará rubber is reported at more than 1,000,000 square miles, of which probably not more than one-fourth has ever been worked for rubber, and every traveler who ventures into unexplored country in the Amazonian basin discovers more rubber trees. Furthermore, the older districts never become "worked out," but constantly increase their production. These forests are reached by means of thousands of miles of navigable rivers, on which hundreds of steam vessels ply, representing an investment of millions of capital. The rubber exported through Pará is produced in several countries, under different laws, and in which different languages are spoken and different business customs prevail. The gathering of rubber is in the hands of a great number of small operators, among whom there is no organization or concerted action. They are mostly beyond the reach of telegraphs, or postoffices even; employing the methods of barter instead of cash or bank paper, and generally in a position where it would be difficult to deal with them as a whole.

It is true that the proposition to monopolize the rubber supply looks rather to controlling the market at Pará, as operators in wheat deal with accumulations of stocks rather than with individual farmers. But "deals" in wheat are temporary, and apply only to the existing supplies at any one time, which must be "unloaded" before new wheat comes into the market. A company which should gain control of all the rubber now existing, and even of all the producers now at work, would speedily be confronted with the competition of new workers in new

fields, who would enter the business in such numbers that any attempt to control all of them would call for constant additions to the capital of the trust.

It is not true that all the rubber produced in the Amazon watershed comes through Pará. Rubber abounds in half a dozen Brazilian states south of Pará and Amazonas, and is beginning to be marketed at a rate which indicates that a monopoly of the Pará market might develop new markets at Ceara, Pernambuco, Bahia, and even Santos. Last year more than 1,000,000 pounds of rubber was exported from Ceara alone. Then Bolivia, supinely rich in rubber, while less accessible than the Brazilian states, could manage to ship an important quantity of rubber by the Pacific coast, if a greater incentive existed for the development of this trade. Rubber is carried overland in large quantities in Africa for greater distances than exist between important Bolivian rubber fields and Lake Titicaca, from which transportation to the Pacific is reasonably good.

The gathering of Pará rubber, except in the older districts, where private ownership of land is coming in vogue, is practically free to the world. It is the policy of local governments to encourage new settlers and the largest possible production of rubber, since the export duty on this commodity forms an important source of the public revenues. No country in South America to-day would favor any monopoly in crude rubber which threatened in any way a restriction of the product. The tendency would be rather such as was shown in the Island of Trinidad, where, after one corporation had gained what it considered a complete monopoly of the asphalt there, it found the government granting concessions to other parties for newly discovered deposits.

But all the rubber does not come from the Pará country.

Undoubtedly immense supplies are yet obtainable in Colombia, Venezuela, and Ecuador. Then there is the vast rubber belt of Africa. The Congo output, expected soon to reach 4,000 tons a year, is gathered by six Belgian companies, working under government concessions, which give them a real monopoly, because they control the land. The Angola product, amounting to 2500 tons a year, is kept in the hands of the Portuguese by the action of the government. French Africa, including Madagascar, does not invite trading in rubber by the people of other nations. As for the English colonies in Africa, on both coasts, the business is so widely scattered as to make its consolidation difficult. All of this is mentioned to show that, even were a large share of the rubber trade brought under the control of one concern, chances would always exist for outside producers and traders to put rubber on the market, enabling independent manufacturers to supply their wants.

Finally, the cultivation of rubber, though no important results have yet been shown, is certain to come, just as coffee, tea, oranges, bananas, cinchona and a host of other tropical products, once known only in a wild state, are now cultivated.

Experiments in planting rubber in Ceylon are progressing favorably, and Cuba gives promise in the same direction. Both these islands are now under favorable political control, and they could alone supply the world with an important share of the medium grade rubbers needed in the industries. Several millions of dollars have been invested in rubber cultivation already. An attempt to monopolize crude rubber would lead to a speedy increase in these investments.

If any hope is entertained of keeping the Pará rubber production under control on account of the scarcity of labor along the Amazon, it may be suggested that new operators in the field would have open to them the entire coolie labor market of the East Indies. Already in Trinidad, Jamaica, British Guiana, East Africa, and Australia coolies, "indentured" for a term of years, are employed on a large scale. People of the same type have been the making of Java, where they have shown their fitness for rubber gathering, and there is every reason to believe that they could be introduced with success into South America. By the way, the Amazon valley cannot be worse than the Congo country.

### HOOLIHAN ON THE NEW RUBBER TRUST.

"D O I know anything about the new rubber trust?" said Hoolihan in reply to my question. "Indade I do. I know ahl about it. Sure I may be in it mesilf shartly."

"I didn't know that you were a manufacturer," said I.

"You littery felleys doant know everything."

"Very true, but what company are you connected with?"

"The Farlarn Hoop."

"The Forlorn Hope!" I exclaimed. "Is it possible?"

"It's possible, probable, an so," was the energetic answer. "Be gob, I'm the biggest stock houldther an the biggest fool to boot. I pit me money in whin it was paain' big dividinds. Thin they stopped because there was no more money,—an I had to pit in some more or lose phwat I had invistited."

"Well?"

"Sure the business ud be good enough if me manager ud only sthick to maakin' goods that paay, an not be thryin' to mate the pricess av ivery other maan in the worrid. I was a figurin' up me dividinds that didn't come the other daay, phwen in comes the thrust man himself—Charles R. Flynn."

"I see," I assented with interest.

"Sure he was that cardial that we were callin' aich other Mike an' Charlie insode of half an hour."

"What did he suggest?"

"Well he sympathized wid me a dale. Said ther ud niver be anny more money in maakin' rubber goods unll ahl the mannfactors got thegether. That he could show me how to unload an' git me cash back."

"What was his plan?"

"As nare as I cud maake out, ther was some big banker min phwat ud buy ahl the plaants an' thin sill them ter paple that had more money than brains. He said the schame was ahl underwrote be honest undertakers an' that my businiss was the ony one that was not yit in the dale."

"Did you believe it?"

"Did I belave it? Sure I did. I'd belave annything he said, even av I knowd ut want thru. He said as how he had lift me for the lasht because he wanted me ter be the prisdint av the thrust."

"That was a great compliment."

"I suppose so," was the gloomy reply.

"Go on, go on!" I exclaimed, impatiently.

"Well on the strenth av me hoaps I bought a buke av parlimentary tick-tacks an' a new hoigh hat, an' a brooham wid a foine pair av harses. I felt that me new dignity wouldn't lit me use the ilivaated, that I'd dhrive down town to me sthore. Jist thin in cooms my bye Tim—the reporthor, ye know—the devil's oan brat fer gittin' ahl the news. 'Saay, ould man,' sez he; 'how manny rubber mills will be in yer ould thrust?' he sez. 'About thirty-six av they gets them, the mechanical min alone,' I sez. 'That's a good manny prisdints fer wan carpertation,' he sez, wid a grin. 'Phwat the devil der yer mane?' sez I, wid a sinkin' in me hearrt. 'Iviry man that goes in is to be prisdint,' sez he. 'Nonsince,' sez I; 'at firrst, whin they begin ter organize, some man av pace, av strenth, an' carachter, not in the rubber businiss, ull be elcted. He will be prisdint temporally. Thin phwin ahl is movin' smoothly and ahl competition is smaashed, thin the rale executive ull come to the fore an' be elcted,' sez I. 'Thirrty six av them accarding to definite promuss,' sez the kid."

"I suppose that shook your faith a bit?" I said.

"Oh no, I belave that Flynn was as honist wid me, as he is with ahl, but I thought maybe that circumstanches over which he had no conthrol ud arose laater an' maaybe I wouldn't be ruler av the rubber roost."

"Well, what next?"

"The nixt daay in comes a Habrew lyer."

"Lawyer, you mean."

"Thot's phwat I said, an' he axed fer an abortion on me fac-tory."

"Option you mean," I suggested.

"Maaybe, but its ahl the saame. He didn't get it. Sure he thought he had me shure, fer he shows me an articile in the *Herold* that said after they was consoldiaated I could'n get no rubber fer me mill. It starrted me foighting blood an' I tould him to go to —."

"Well?" said I.

"Thin I soald me brooham an' bruck me hoigh hat on the stoave an' sez I. Hoolihan, sez I, der yer think that Charles R. Flynn or anny other man is goin' ter give yer a fartner fer

nothin'? sez I. Yeer a laame duck an' ye know it, sez I, an' many others in the traade is jist as bad. But doant go thinkin' that a consolidaation will help yer limp a particle, sez I. Av the sthong firrms go in they will have the pull, an' the wake ull foind their mills cloased an' there propirters out av a job, sez I; av they doan't go in the cripplers ull maake a howly show av thimselves in thryin' to kape up wid the percession, sez I, an' if ahl go in an' maakes a pot av money be sellin' to the thrust, phwy ivery man in the country that can roaise a few thousand dollars ull be starrtin' rubber mills an' raisin' merry —!"

"Well," said I.

"Raisin' trob wid the thrust's businiss an gettin' bought out."

"What is this gentleman's object in starting this trust?" I asked.

"Phylanthroppy, I suppose," said Hoolihan. "I belave he would git a shmall bag av somethin' as a commishin'."

"Bag of something?"

"Yis; he said his comishin was a mere bag—bag o—"

"Bagatelle?"

"That's it. I spouse uts wan av thim canvas extinsion bags fer houldin' wathered stock, or maybe fer carryin saamples av crude rubber."

"Does he sell rubber?"

"Oh yis," was the instant reply. Then, after a pause—"Saay, I suppose he intinds ter sill rubber to the new thrust?"

"Probably."

"Saay," said Hoolihan, slowly, "I'd loike ter be in that."

"What, the new trust?"

"Dom the new thrust. In the Flynn thrust phwat ull sill the rubber to the other thrust. Thot was done wance befor till the sacret thrust got caught at it an had to shell out a pile av money,—but I till ye ahl about that later."

"Well now seriously, are you going to join the trust?"

"Me bye, fer the firstr toime in four years I see me way clear ter maake the Farlarn Hoap Rubber Co. paay an paay big, an that's ter shay out an tind ter businiss. Av that thrust is farmed I'll be runnin' me mill noight an daay an then turrnin' down orthers."

#### TECHNICAL SCHOOL vs. RUBBER SHOP.

THE letter which follows, from a successful rubber factory superintendent, is one of the responses received to a request for the views of some practical rubber men on the subject of a technical school for rubber workers, referred to lately in this journal. It is believed to voice the sentiments of others in the trade:

TO THE EDITOR OF THE INDIA RUBBER WORLD: In regard to a technical school for rubber workers, about which you have asked my opinion, not much space will be needed for what I have to say.

We who are "in it" are always at school. There are few graduates that have kept up with the procession. Almost everything in the rubber business "depends"; it cannot be learned in advance of the time when the practical work is to be done. Take vulcanization, for instance. The proper degree of heat depends upon the length of time involved, and vice versa, and both depend upon the compound used, qualitatively and quantitatively. Then rubber varies continually. There are as many kinds of Pará rubber as there are of apples, and rubber superintendents, like the cooks, have to season to "taste"—or by knowledge gained only by experience and constant, careful attention to their work.

When you get the faculty in a rubber school organized, I shall want to take a course myself. But I am afraid it would be like educating one's self from an encyclopedia. We certainly can learn "a lot" there, but hardly enough about any one thing to become an adept in that branch of work. The latest thing in the encyclopedia on such a subject as rubber working was too old (as a guide to practice) before it was written.

E. A. SAUNDERS.

Mishawaka, Ind., December 8, 1898.

MR. B. G. WORK, of the Akron Rubber Works, says: "My time is so fully occupied that it will be impossible for me to give any attention to writing articles for publication. Possibly later on in life I may come to doing this sort of thing, but just at present I have all I can do to educate myself, let alone the public."

#### SOME RUBBER NOTES FROM ENGLAND.

THE organization is reported, in England, of an India-rubber Manufacturers' Association, of which Mr. F. B. Knott, No. 2 Cooper street, Manchester, is the secretary. The first business to receive the attention of the association related to an action brought by the Dunlop tire people against the Northern Rubber Co. (Retford), and others, on the plea that certain repairs which the trade have habitually done upon tires are infringements upon their monopoly. It has been deemed desirable to assist the Retford firm to bring the case to trial, with a view to determining how far the trade may go in repairing a patented tire.

\* \* \*

THE Eccles Rubber and Cycle Co., Limited, registered July 7, 1897, to take over the business carried on formerly by Gustav Hille, at Eccles, England, report a dividend of 20 per cent. on the first year's trading, on a nominal capital of \$200,000, besides putting away a reserve fund of \$37,500. It is proposed to issue additional shares to the amount of \$100,000, at a premium of 200 per cent. The purchase price of the business, two years ago, is understood to have been not more than \$50,000.

\* \* \*

WRITING in reference to the proposed reorganization of an English rubber tire company, a member of the trade suggests that it can best be done by adding the general rubber manufacture. "The making of rubber tubes and tires, and the calendering and proofing of tire materials, may still occupy a large share of attention, but this branch by itself will hardly be made successful on account of the slack times occurring periodically, which often dislocate the working of the factory, by the dispersal of the trained workers. These workers should be employed fabricating articles for which there is a steady demand."

\* \* \*

THE exhibit of the Dunlop Pneumatic Tyre Co., Limited, at the National Cycle Show, in London, was divided in three sections—one stall for tires, one for garments, and one for mechanical rubbers. The tires were made at their works, Manor Mills, Aston, Birmingham.

#### A TIRE OPINION FROM CANADA.

IT is generally known that the time has come when detachable tires will be almost entirely used, as single tubes have lost their hold and will be practically out of it during the season of '99.

THE GRAHAM TIRE CO., LIMITED,

E. S. GLASSCO, Manager.

Toronto, Canada, December 7, 1898.

## A NEW CARRIAGE TIRE FACTORY.

THE Goodyear Tire and Rubber Co. (Akron, Ohio) have equipped their factory with the latest and most improved machinery for the manufacture of pneumatic bicycle tires and solid and cushion carriage tires. They occupy 50,000 square feet of floor space, all located on the ground floor with the exception of two rooms. One room alone measures 220×60 feet. The machinery is propelled by a Hamilton-Corliss 550 horse power engine, and the plant is lighted with electricity. The company also operate, in connection with the tire factory, their own machine and woodworking departments.

The president of the company is D. E. Hill, and the vice-president, George R. Hill, who are two of the most prominent sewer pipe manufacturers in the country. H. B. Manton, the treasurer, is also interested in sewer pipe in an important way.



The secretary is C. W. Seiberling, who was secretary of The India Rubber Co. (Akron) from its organization until October 1 last. The general manager, F. A. Seiberling, has been connected with a number of manufacturing enterprises in Akron. The superintendent, S. S. Miller, formerly filled a like position with the India Rubber Co. W. S. Sheill, who had charge of the collection and bookkeeping departments of The India Rubber Co., is also connected with the new company.

The plan of the Goodyear company, in regard to carriage tires, will be to sell direct to the carriage trade. They announce: "You can buy tires of us or our agents as low as the 'tire companies' can buy. Our success on this plan in a limited territory last year has led us to decline all 'carriage tire company' or combination business, and throw open the doors of the finest rubber factory on the continent to the carriage builder."

## NO REAL SUBSTITUTES FOR RUBBER.

IN regard to an article called Fenton's artificial India-rubber, much advertised in England, Dr. Carl Otto Weber writes to *The India Rubber Journal* that the patent under which this product is manufactured is utterly invalid. "Common to all these patents," he says, "is the use of some oxidizable oil as a starting point. If only at last these would-be inventors could be got to realize that the production or synthesis of something approaching rubber, or even a real rubber substitute free from fatty oils (glycerides), is perfectly hopeless, some useful results might follow by these people diverting their attention

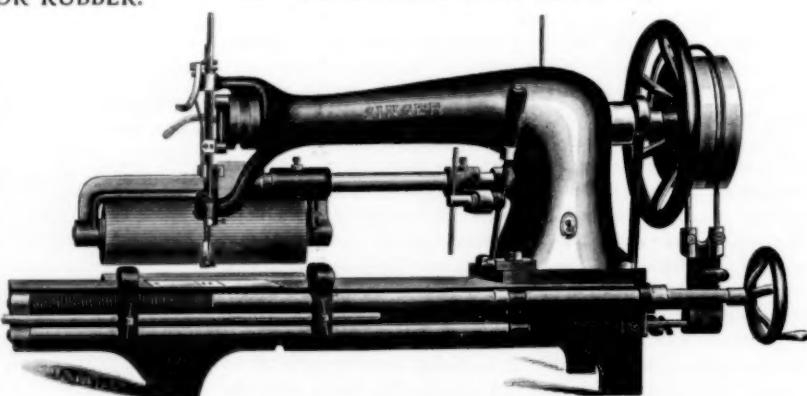
to other substances. The great value of India-rubber lies in the fact of its being a hydrocarbon—that is, a body highly indifferent to chemical reagents and physical influences, whereas all fatty oils are within the former, nor do they at all possess the last named properties. Neither Fenton rubber nor the much praised oxyline have any claim to be called rubber substitutes." Dr. Weber adds that Fenton rubber and oxyline may relieve the rubber manufacturer of the demand for goods which only served to discredit his legitimate manufactures, but in the latter they have no place.

## DOUBLE TEXTURE KNEE PROTECTORS.

A DECIDED improvement over the leather knee protectors sold in many notion houses is shown in a line made of stockinet coated with rubber. They are shaped up on special machines, exactly as stockinet dress shields are, and vapor cured during the process. They are manufactured by E. A. Guinsberg, No. 199 Wooster street, New York.

## MACHINES FOR SEWING RUBBER BELTS.

FEW people outside of the trade are aware of the extent or efficiency to which the use of the sewing machine has been brought. To those who are familiar with the fragile and beautiful bits of mechanical ingenuity that are used in the home, the giant machines used for sewing rubber and canvas belting seem terrible mechanical mastodons. The illustration which is shown at the foot of this page indicates a type of machine that sews several plies in fact anything up to 1½ inches in thickness, which is the present limit of needle puncture. These machines belong to Classes 5, 8 and 9, and are made in a number of varieties. They all have adjustable driven feed rolls and adjustable guides that deliver the material under flat or roller pressure as may be desired. The extreme length of bed, of the largest one is 18 feet and its weight 5,000 pounds. Machines in this class will stitch to the centre of a belt 100 inches in width, and the end frame is also arranged so that it can be opened and a wide and heavy belt stitched together, the ends being capped before taking from the machine. Feed rolls in these machines vary from 38 inches to 16 feet in width, according to the work desired. There are thirteen different patterns of these machines and they are the only successful ones for the purposes mentioned, having borne the test of long use in leading rubber factories. Manufactured by the Singer Manufacturing Co., New York.



MACHINE FOR SEWING RUBBER BELTS.

## JOTTINGS ON THE RUBBER SHOE TRADE.

### GREAT RUBBER WEATHER IN DECEMBER.

**T**HE heavy snowstorm which visited the eastern United States early in December proved of great benefit to the trade in rubber boots and shoes. In the cities the effect was immediate, the stocks of retailers becoming exhausted speedily, and leading them to call upon the jobbers long before the snow had disappeared. "It was a godsend to the retailers," said one jobber, "for it wiped out all their out-of-date goods. At such a time customers could not be particular; anything in the shape of a rubber found a quick sale." Many jobbers were unprepared for a heavy demand, but all were cleared out, whether their stocks were large or small. Nor were manufacturers overstocked. The net result was to sell about everything in existence in the shape of rubber footwear, and to insure such a heavy crop of second orders as the factories have not experienced for many seasons.

The storm struck New York city on Saturday night, December 3. By Wednesday, at 11 A. M., the rush of orders from the local trade received by Morse & Rogers, extensive shoe jobbers, had become so great that they were obliged to close their doors and station a man on the sidewalk to refuse admission to any more customers until the goods already allotted had been gotten out of the way. THE INDIA RUBBER WORLD was informed at the store that the congestion in the firm's business was due in part to the great obstruction to street traffic, owing to the inability of the street cleaning department to remove the piled-up snow, which delayed the trucking of goods. One retailer visited the store, bringing with him four men, who carried away three cases of rubbers each, without waiting for a truck. It was not until Thursday that the firm were able to give any attention to the mail orders received during the earlier part of the week, and their forces were kept at work all of Thursday night.

Every house in the trade in New York was pressed to the utmost to fill its orders, and similar reports come from Boston, where the storm was no less severe, in Philadelphia, and other important centers. Night work was the rule in the important jobbing houses, many of which state that their business was larger than in any previous week in their history. The volume of trade was especially large in Boston, where very heavy stocks were carried.

The late Colonel George E. Waring, Jr., while commissioner of street cleaning in New York, quoted a high official of the United States Rubber Co. to the effect that their profits had been reduced \$100,000 a year by the cleaner condition of the streets of New York under the Waring régime. Whatever losses may have resulted from this cause must have been more than made good during the late storm, which rendered the authorities powerless for over a week to put the streets in good condition.

### NEW ENGLAND RUBBER JOBBERS AGREE.

FOLLOWING is a copy of the agreement between the New England Jobbers of Rubber Boots and Shoes, to be in force from December 5, 1897, to April 30, 1899, based on the price list of 1898-99, together with a list of the signers:

"The undersigned agree to sell in New England the respective brands which they do, or may, handle, upon conditions as follows:

"At 25 per cent: Boston, Wales-Goodyear, American, Goodyear Glove, Candee, United States Rubber Co.

"At 25-5 per cent: Woonsocket, Providence.

"At 25-10 per cent: Bay State, Para, Federal, New Jersey, Connecticut.

"At 25-10-5 per cent: Rhode Island, Union Shoe Co.

"Terms: Thirty days net. Cash discount 1 per cent. in 10 days from date of bill, or on complete monthly settlements if paid by the 10th of the first succeeding month.

"Freights: Freights may be allowed as formerly."

Boston, Mass.=Batchelder & Lincoln Co.; Charles T. A. Bent; Clark-Hutchinson Co.; Converse & Pike; Haynes, Sparrell & Co.; S. Hirshberg & Co.; Hosmer-Codling Co.; Lamkin & Foster; Manning Shoe and Leather Co.; Parker, Holmes & Co.; Amos P. Tapley & Co.; The Tuttle-Smith Co.; The Warren Boot and Shoe Co.; Winch Brothers.

Springfield, Mass.=Cutler & Porter; McIntosh & Co.

Worcester, Mass.=H. E. Smith & Co.

New Haven, Conn.=Butler & Tyler.

New London, Conn.=H. D. Barrows.

Providence, R. I.=Greene, Anthony & Co.; C. S. Sisson Co.; The Wilbur Shoe Co.

Bangor, Me.=J. M. Arnold Shoe Co.; Sawyer Boot & Shoe Co.

Belfast, Me.=B. C. Dinsmore & Co.

Portland, Me.=A. H. Berry Shoe Co.; Brund-Higgins Shoe Co.; Chase, Knight & Co.; A. F. Cox & Son; B. B. Farnsworth Shoe Co.

Brattleboro, Vt.=Dunham Brothers.

Burlington, Vt.=Brodie & Armstrong; C. A. Hibbard & Co.

These figures are in accord with those contained in a letter issued by the Wholesale Rubber Boot and Shoe Dealers' Association of the West, published in THE INDIA RUBBER WORLD of October 1. The object of these voluntary agreements between the jobbers in different parts of the country is to check the tendency to price cutting which followed the making of contracts by the manufacturers last spring without the customary stipulations as to maintaining prices.

### SELLING RUBBERS AT AUCTION.

IN connection with the recent annual auction of out of date rubbers and imperfect goods by the Boston Rubber Shoe Co., the New York representative of the company—Mr. H. S. Randall—was asked what he thought of the suggestion sometimes made that the effect of such sales was to demoralize prices in the trade.

"The total amount of the stock disposed of at these auctions," said he, "is too small to demoralize the trade, even if the offerings of larger quantities in the same way might do so. When only 18,000 cases are scattered all over the country the effect is not noticeable. It is impossible to conduct the rubber shoe manufacturing business without turning out some imperfect, though serviceable goods. Nor is it possible, as a rule, to avoid the accumulation of goods in some lines until they are out of style. We have some customers who find use for such goods, and the fairest way that has yet been suggested for disposing of our stocks and giving every possible buyer an equal chance at them is to offer the goods at auction. This has been our custom for a long time, and we have never heard any complaint that any ill effect upon the trade has resulted from it."

It is understood that most of the rubbers sold at the late auction went to department stores, in New York and Philadelphia, and it is probable that they were disposed of speedily, in view of heavy snow storms which followed the sale. They are thus effectually out of the market.

## EXPORTS OF AMERICAN RUBBER GOODS, FISCAL YEAR, 1897-98.

THROUGH the courtesy of the authorities at Washington THE INDIA RUBBER WORLD is enabled to give, in advance of any official publication, the details of exports of American rubber goods for the fiscal year ending June 30, 1898, classified as "Boots and Shoes" and "Other Goods." By the way, at the request of this journal, a fuller classification will be adopted in the customs service in the near future. Though the total value given for 1897-98 is somewhat smaller than during the two preceding years, it is possible that the volume of exports may have been larger, due to the lower prices of goods. This is illustrated by the fact that, if the number of pairs of rubber boots and shoes exported in 1897-98 had been valued at the same average as was reported in 1895-96, the valuation under that head would have been \$239,048, instead of only \$224,705.

On the whole, with the exception of two years, the total value of rubber exports was greater in 1897-98 than it has been since 1854-55, the figures for which year so long measured the "high-water mark" in American rubber exports. For the purpose of comparison the figures for that early date may now be repeated, as follows:

YEARS.	Pairs of Shoes.	Value of Shoes.	Other Goods.	Total Value.
In 1854-55.....	1,014,158	\$686,769	\$722,338	\$1,409,007
In 1897-98.....	391,838	224,705	1,499,153	1,723,858

There was an increased exportation of rubber footwear during the last fiscal year on the whole, as compared with the preceding year, to Europe and to the various American countries. The principal increase occurred with respect to Great Britain—from \$71,874 to \$108,442. Russia and Switzerland, to which no rubber shoes were exported in 1896-97, took goods to the value of \$4563 during the last fiscal year. The exports to Germany fell from \$29,613 to \$18,342. It is possible, however, that the heavier exports to Great Britain are offset by the smaller exports to other countries, which are known, to a certain extent, to be made through British ports.

In "Other Goods," British North America showed a gain, due doubtless to the fact that American goods were used in outfitting Klondike parties at Vancouver, but this was more than offset by the smaller takings of Cuba and certain South American countries. Asia took a smaller valuation of goods, although Japan increased from \$37,756 to \$61,406. Europe showed a marked falling off—Germany from \$193,418 to \$125,736, and Great Britain from \$465,234 to \$378,183.

The table which follows shows at a glance a comparison of the value of India-rubber exports for the last two fiscal years:

Boots and Shoes.	EXPORTED TO—	Other Goods.	
		1897.	1898.
\$116,075	\$152,985.....Europe.	\$861,695	\$680,018
39,176	44,648.....America.	585,410	579,556
16,871	7,681.....Asia.	48,163	67,461
22,047	18,947.....Oceanica.	90,003	90,539
1,330	444.....Africa.	26,375	81,583
<b>\$195,499</b>	<b>\$224,705</b> ... Total	<b>\$1,611,646</b>	<b>\$1,499,157</b>

In the table the values of exports for the fiscal year 1897-98 are marked (+) to indicate an increase, or (-) for a decrease. Besides, (a) indicates countries to which no shoes were exported in 1896-97; (b) countries to which other rubber goods were not exported in that year; and (c) countries to which no rubber goods at all went.

EXPORTED TO—	Boots and Shoes.	Other Goods.
<b>EUROPE :</b>		
a Austria-Hungary.....	\$ 831+	\$ 253—
Azores and Madeira Islands.....	70—	136+
Belgium.....	1,604—	37,309+
Denmark.....	2,967—	9,971+
France.....	13,625+	43,774—
Germany.....	18,342—	125,736—
c Gibraltar.....	....	56+
Italy.....	795+	24,275—
Netherlands.....	535—	41,124+
Portugal.....	406—	34—
a Russia.....	1,186+	10,904+
c Spain.....	480—	323+
Sweden and Norway.....	....	6,728+
a Switzerland.....	3,377+	1,027—
c Turkey.....	325—	185+
United Kingdom.....	108,442+	378,183—
<b>AMERICA :</b>		
Nova Scotia and New Brunswick.....	16,675+	24,052+
Quebec and Ontario.....	6,189—	290,309—
British Columbia.....	8,493+	31,083+
Newfoundland and Labrador.....	1,549—	1,736+
Miquelon and Langley.....	2,551+	149—
Bermuda.....	296—	603+
Mexico.....	1,456—	122,709+
Costa Rica.....	35—	3,808+
Guatemala.....	67—	5,453—
Honduras.....	....	4,449—
Nicaragua.....	87—	1,440—
Salvador.....	223—	2,790—
British Honduras.....	99—	339—
West Indies—British.....	303—	1,209+
Danish.....	....	399+
Dutch.....	11—	043+
French.....	....	52+
Spanish.....	578—	24,930—
Haiti.....	1,252+	728—
San Domingo.....	....	1,266+
Argentina.....	....	6,939+
Bolivia.....	....	8+
Brazil.....	1,487+	16,844+
Chile.....	153—	5,570—
Colombia.....	2,458+	11,176—
Ecuador.....	214—	3,842+
Guiana—British.....	....	204—
Dutch.....	....	46—
Peru.....	310+	6,027+
Uruguay.....	....	220—
Venezuela.....	162—	4,513—
<b>ASIA :</b>		
China.....	327+	2,923—
East Indies—British.....	....	1,531—
Dutch.....	....	163—
Hongkong.....	240—	839—
Japan.....	7,034+	61,466+
Russia.....	....	590+
Turkey.....	80+	9+
<b>OCEANICA :</b>		
British Australia.....	16,861—	62,404+
French Oceanica.....	119—	1,101+
Hawaii.....	1,967—	27,022—
Samoa, etc.....	....	12—
<b>AFRICA :</b>		
British colonies.....	353—	74,167+
Portuguese colonies.....	....	3,439+
All other.....	91—	3,977+
Total, 1897-98.....	<b>\$224,705</b>	<b>\$1,499,157</b>
Total, 1896-97.....	<b>\$195,499</b>	<b>\$1,611,646</b>
Total, 1895-96.....	216,657	1,642,499
Total, 1894-95.....	225,986	1,279,156
Total, 1893-94.....	155,011	1,306,831
Total, 1892-93.....	252,301	1,357,013
Total, 1891-92.....	185,570	1,232,497

## OTHER OFFICIAL STATISTICS OF INDIA-RUBBER AND GUTTA-PERCHA.

## INDIA-RUBBER.

## I.—Imports of Crude India-Rubber, by Countries.

FROM—	Pounds.	Value.
<i>Europe:</i>		
Belgium	1,999,385	\$ 1,283,480
France	1,107,126	587,390
Germany	1,691,647	682,998
Netherlands	70,137	35,539
Portugal	2,471,332	1,259,794
United Kingdom	9,652,520	5,292,443
Russia	12,822	1,284
Turkey	1,050	491
<i>America:</i>		
Brazil	25,862,847	14,977,886
Colombia	518,787	186,050
Costa Rica	65,314	28,572
Ecuador	808,745	334,313
Guatemala	72,476	24,408
Gulana-Dutch	65,602	31,402
Honduras	60,614	28,978
Honduras-British	19,707	8,574
Mexico	136,874	41,901
Nicaragua	748,926	347,194
Peru	17,434	8,031
Salvador	65,614	20,368
Venezuela	129,961	44,363
West Indies-British	10,006	2,822
Dominion of Canada	1,655	745
<i>Asia:</i>		
China	1,066	409
East Indies-British	443,319	158,550
<i>Africa:</i>		
British possessions	14,768	3,413
Madagascar	969	419
Total, 1897-98	46,055,497	\$25,386,010
Total, 1896-97	35,574,449	\$17,457,976
Total, 1895-96	36,771,460	16,603,020
Total, 1894-95	39,741,607	18,353,121
Total, 1893-94	33,557,783	15,077,933
Total, 1892-93	41,547,680	17,809,289
Total, 1891-92	39,976,203	19,718,216
Total, 1890-91	31,712,089	17,956,280

## II.—Imports of Crude India-Rubber, by Customs Districts.

AT—	Pounds.	Value.
<i>New York</i>		
Boston	43,872,261	\$24,092,470
New Orleans	1,871,777	906,91
Mobile	458,630	213,823
San Francisco	12,149	4,764
Philadelphia	44,428	19,363
Philadelphia	94,597	59,254
Other districts	1,655	745
Total	46,055,497	\$25,386,410

## III.—Exports of Crude India-Rubber, by Countries.

To—	Pounds.	Value.
<i>Belgium</i>		
France	10,500	\$ 3,400
Germany	10,858	3,400
Netherlands	25,420	10,135
United Kingdom	11,495	3,200
Canada	228,231	103,179
Japan	2,422,562	1,355,797
Total, 1897-98	2,717,418	\$ 1,462,973
Total, 1896-97	3,437,213	\$ 1,749,072
Total, 1895-96	2,891,072	1,448,941
Total, 1894-95	1,384,048	662,839

THE St. Paul Rubber Co. (St. Paul, Minn.) are quoted as saying that out of \$500,000 worth of business done by them, there are not a half-dozen orders to be replaced, which they regard as evidence that rubber goods are better to-day than ever before.

## IV.—Imports of Manufactures of India-Rubber, by Countries.

+ Indicates increase; — indicates decrease.

FROM—	Value.
<i>Austria-Hungary</i>	
Belgium	\$ 18-
France	748+
Germany	70,988
Italy	67,046
Netherlands	729
Sweden and Norway	187
Switzerland	41-
United Kingdom	160,665
Dominion of Canada	617
Mexico	12
China and Hongkong	140
Japan	35
Total, 1897-98	\$300,247
Total, 1896-97	\$297,963
Total, 1895-96	294,228
Total, 1894-95	315,902
Total, 1893-94	309,308
Total, 1892-93	338,435
Total, 1891-92	371,580
Total, 1890-91	354,645

## V.—Imports of Manufactures of India-Rubber, by Customs Districts.

AT—	Value.
<i>Baltimore</i>	
Boston	\$ 722
New York	27,510
Philadelphia	231,947
Portland, Me.	19,846
New Orleans	535
San Francisco	673
Chicago	8,304
Detroit	12,442
Minneapolis, Minn.	90
Cincinnati	210
Denver	48
Indianapolis	167
St. Louis	397
All other ports	2,719
Total	3,627
Total	\$300,247

## VI.—Exports of Manufactures of India-Rubber (and Gutta Percha), by Customs Districts.

FROM—	Boots and Shoes.	Other Goods.
<i>New York</i>		
Boston	\$112,049	\$ 763,289
Philadelphia	89,559	248,624
Puget Sound	...	2,534
San Francisco	8,855	29,542
Champlain, N. Y.	6,849	118,466
Detroit	342	28,469
Niagara, N. Y.	718	13,586
Vermont ports	4,890	107,980
All other ports	1,453	96,058
Total	\$224,705	\$1,499,187

NOTE.—The American statistics of India-rubber and rubber goods are fuller and appear in detail more promptly than those of any other country. They appear in THE INDIA RUBBER WORLD at an earlier date than it is possible for the complete yearly statistical volume to be issued from Washington, through the courtesy of the officials in charge.

## VII.—Exports of Foreign Manufactures of India-Rubber and Gutta-Percha, by Countries.

To—	Value.
<i>India-Rubber:</i>	
Germany	\$ 95
Canada	100,994
Mexico	118
Honduras	128
Nicaragua	146
South America	113
<i>Gutta-Percha:</i>	
Nicaragua	39
Mexico	91
Colombia	79
Total	\$101,857

## GUTTA-PERCHA.

## I.—Imports of Crude Gutta-Percha, by Countries.

FROM—	Pounds.	Value.
<i>France</i>		
Germany	8,598	\$11,745
United Kingdom	203,435	51,464
East Indies-British	86,475	27,619
Total, 1897-98	367,969	68,558
Total, 1896-97	636,477	\$150,381
Total, 1895-96	1,117,665	\$100,187
Total, 1894-95	3,843,854	179,513
Total, 1893-94	1,326,794	122,261
Total, 1892-93	498,763	84,340
Total, 1891-92	582,278	155,428
Total, 1890-91	308,239	114,874
Total, 1889-90	960,835	164,524

NOTE.—The larger imports in former years included Balata, Pontianak, etc., which are now no longer classified as Gutta-percha.

## II.—Imports of Manufactures of Gutta-Percha, by Countries.

FROM—	Value.
<i>Austria-Hungary</i>	
France	\$ 41
Germany	13,018
United Kingdom	104,548
Dominion of Canada	39,276
Total, 1897-98	114
Total, 1896-97	\$156,997
Total, 1895-96	\$97,194
Total, 1894-95	85,231
Total, 1893-94	71,199
Total, 1892-93	30,654
Total, 1891-92	81,173
Total, 1890-91	61,276

## RUBBER SCRAP.

## Exports of Domestic "India-Rubber Scrap," or Reclaimed Rubber, by Countries.

To—	Value, 1897-98.	Value, 1896-97.
<i>France</i>		
Germany	\$28,682	\$23,975
United Kingdom	22,970	2,116
Dominion of Canada	98,788	50,102
All other countries	86,933	34,198
Total	11,266	***
Total	\$257,039	\$119,440

C. J. BAILEY & CO. (Boston) report a good sale for their "ribbed back" rubber footwear, which is fitted with corrugations designed to carry off, with the least possible inconvenience, any moisture caught up from wet streets by the clothing of the wearers.

## RUBBER TIRES FOR NEW YORK FIRE ENGINES.

**I**T is only a question of time when every piece of wheeled apparatus used by the fire department of New York city will be supplied with rubber tires. Their initial use in the department was on the chief's wagons, but the first severe test was made when hose truck No. 39, which is housed at the department headquarters, was equipped with  $2\frac{1}{2}$  inch solid rubber tires. Though this truck weighs more than three tons, and has been running fifteen months, the tires originally supplied are still in use, with such satisfactory results that several other trucks have been similarly equipped. More recently the department's engine No. 23, weighing six tons, has been equipped with  $3\frac{1}{2}$  inch tires—the largest ever made for vehicle wheels—and these also have proved satisfactory in active service, the first run with the new equipment having been made in response to an alarm on November 26.

The advantages from the use of rubber tires on fire engines are the same as in the case of other vehicles. The engines pull more easily, lessening the strain on the horses, and the necessity for repairs is vastly decreased. It has been estimated in the fire department that the cost for repairs on their wheeled apparatus will be decreased at least one-half by the use of rubber tires. This is important, not only on account of the money saved, but because there will be less liability to delays in the service from injured axles and deranged machinery resulting from rough usage. The life of the apparatus is also largely prolonged. Last, but not least, the safety of the men on the engines will be enhanced by so equipping the wheels that they will run more smoothly and turn sharp corners with more facility than at present. Many men in the service have been injured in the past through causes which the rubber tires are expected to obviate. The comparative noiselessness of the runs by rubber tired engines is a point which the public will appreciate.

These department tires have been supplied by the American Rubber Tire Co. (New York), who are understood to have further important orders from the same source, besides which they have supplied tires to the police, street cleaning, and charities departments in New York for over two years. The company have been in the rubber tire field since its first development to an important extent, and have made various contributions to this development, apart from the thorough testing of rubber compounds with a view to discovering that best adapted to tire work.

A great difficulty in the application of rubber tires to heavy vehicles has been that the continual upward pressing strain on the tire, as it revolves in contact with the ground, forces the

tire gradually around in the channel, making it "creep," which motion, while slow at first, increases rapidly and the tire soon becomes worn through on the bottom to the retaining device and is destroyed. To prevent this, the American Rubber Tire Co. have introduced and have patents pending for a series of corrugations or ridges, which are placed in or made a part of the steel channel, running crosswise, two or three inches apart

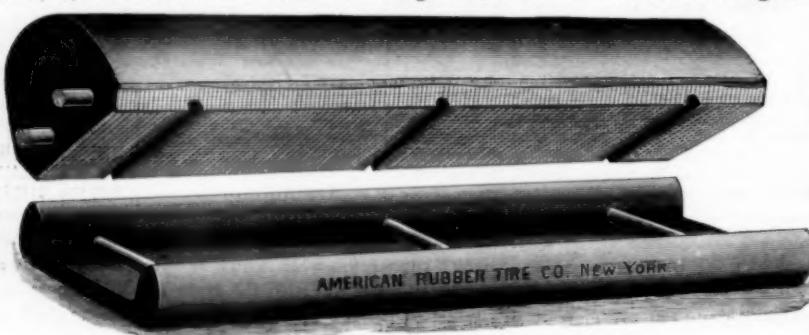
around the circumference of the wheel, engaging with corresponding notches on the under side of the rubber tire. An illustration showing these corrugations as applied to a small tire appears on this page.

These tires are further made with a space running lengthwise through the tire, which the manufacturers call a compression pocket, intended to relieve the tire when under pressure, and to prevent it from being turned over and cut by the edges of the flanges. This is illustrated in a sectional view, on a reduced scale, of the fire engine tire, also shown on this page.

### RUBBER IN THE CONGO STATE.

**A**CCORDING to the estimates of Emile Laurent, who was charged with a mission up the Congo river by the Belgian government, the upper Congo country is capable of producing 4000 tons of India-rubber annually, or more than double the quantity exported from the whole Congo basin during 1897. The quality of the rubber has been found to depend very much upon the care used in the coagulation, and in this respect great progress has been made on the Congo. Coagulation is now practiced largely by means of the "bossanga" plant, which is found in nearly all the rubber districts of the Congo. The very acid juice of this plant possesses the property of almost instantaneously coagulating the rubber with which it comes into contact. The grades of Congo rubber known as Equator, Lopori, Bussira, and Mongalla are said to be coagulated in this way. The Congo State government is taking vigorous measures to prevent the killing of rubber plants. Recent observers have reported the discovery of new rubber yielding species in the Congo country, which gives hope that the exhaustion of the forests now being worked will be found to be compensated for.

In a recent Belgian consular report no little attention is given to the prevalence in the Congo basin of the "caoutchouc des herbes," concerning which some details were given in Dr. Morris's Cantor lectures on India-rubber, reported in THE INDIA RUBBER WORLD for November 1. These plants creep in the shape of long subterranean roots, with short branches above ground, the whole covering a vast area of sandy ground. Rubber from this source is said to have been met in several of the rubber trading centers up the Congo.



## THE RUBBER SHOES THAT SELL IN EUROPE.

*Neglect by Americans of a Great Market.*

To the United States belongs the unenviable distinction of being the only country in the world in which there have been, during the last few years, rubber shoe factories inactive for months at a time, or in which any rubber shoe factories have gone out of existence. Elsewhere the record is of new factories and enlarged production, to meet the constantly growing demand for rubber footwear in other countries than our own. The record further shows large profits in the rubber shoe manufacture. The figures for Russia alone—a country not credited with great industrial or commercial progressiveness—prove how great is the market abroad to which Americans have been content to remain blind.

During 1897, according to official figures kindly supplied to THE INDIA RUBBER WORLD by M. de Routkowsky, agent of the Russian ministry of finances at Washington, his country imported 14,572,280 pounds of crude India-rubber, which is known to have been consumed principally in the manufacture of "goloshes." In addition to supplying the home demand for these articles, Russian manufacturers exported 5,112,000 pounds of goloshes, of the declared value of \$1,375,773. The number of pairs is not given, but from another source it is learned that the exports to Germany alone during the same year reached 3,090,096 pairs. This result has been reached in spite of the efforts of large producers in Germany and Austria to supply their home markets.

It must be noted that the rubber shoe industry is not indigenous to Russia, but has been developed solely by the adaptation of American processes and the use, to a large extent, of American machinery. Furthermore, the development of the industry there did not begin until long after it had reached large proportions in America. So recently as 1886-87 the total production of goloshes in Russia was estimated at only 3,300,000 pairs, and the total export at 355,000 pairs. In addition to being without the boasted mechanical skill which has been developed to so high a degree in the American people, and without the advantage which has resulted to our people from being able to design and produce readily every mechanical appliance needed in any form of industry, the Russians have to pay an import duty on all the crude rubber they use.

Compared with the above figures the export returns of the American rubber industry appear small. During our fiscal year 1897 we sent abroad 306,026 pairs of rubber boots and shoes, all told, none going to Austria, and the exports to Germany being valued at only \$29,613. Clearly the smallness of these figures is not due to the lack of a demand in Europe for rubber footwear. But some points made by contributors to THE INDIA RUBBER WORLD in the past may have a bearing upon the subject. A Berlin correspondent, in our issue of December 10, 1897, wrote, after conferring with several German retail dealers, that "it is a matter of supreme indifference whose goods they sell, as long as they sell well and satisfy customers." He also stated that American rubbers were lower in price than those of Russian make. And in our issue of February 10, 1898, a gentleman in the trade in Hamburg said that American rubbers had been introduced slowly over there, "not because foreign markets are not ready for American goods, but because Americans are so busy and do things on so large a scale that they, as a rule, are not willing to fulfil all the demands of the foreign buyer."

It is not strange, in view of our continued neglect of this great foreign market, that one of the Russian manufacturers of goloshes, with a capital of \$2,315,250, declares annual dividends averaging 50 per cent. Such dividends would hardly be possible, however, if the Russians were content with a home market.

And there would be no dividends at all if it were true of Russian shoes, as every United States consul on the continent declares to be true of the few American rubbers sent over there, that they will not fit the feet of the people.

### TESTIMONY OF OUR CONSULS.

CONSUL COLE, at Dresden, Saxony: "There is opportunity for consider-

able traffic here in rubber shoes, to retail at from 75 cents to \$1.25 per pair; very few of American make can be found in this city. The trade is now supplied from England and Russia, but the shoes are clumsy, shapeless, and in every way inferior to the American article."

Consul Monaghan, at Chemnitz, Saxony: "The mistake made up to date was in thinking American shoes would fit German feet. Our feet, as a rule, are longer than those of the Germans. Our manufacturers should get German lasts and give the shoes these shapes, with American finish. Of course, there are those who can wear shoes shaped like ours; but they are the exception, not the rule."

Consul Bordewich, at Christiania, Norway: "Rubber overshoes and other articles [in rubber] are imported from Scot-



SPECIMENS OF RUSSIAN GOLOSSES.

land, England, Russia, and the United States. The overshoes from the latter country are decidedly the best and the prices are the same."

CONSUL BOYESEN writes from Gothenburg that Sweden is showing much industrial activity and that many articles which formerly had to be imported are now made in that country. Rubber shoes, or "goloshes," are made at Viskafors (Svaneholm) and Helsingborg. The industry is growing in the country named, and tires and other goods in rubber are made in still other factories.

## SOME NEW RUBBER GOODS.

## WHITE RUBBER COLLARS AND CUFFS.

**N**OW and then a mention creeps into print of white rubber collars and neckties, and at the twentieth exhibition of the Massachusetts Charitable Mechanics' Association, held lately in Boston, an exhibit of such goods was made by a concern engaged for several years past in their manufacture. Cuffs are made of the same material and even shirt fronts, a special advantage being claimed in that they can be cleaned readily when soiled, should they be worn where a laundry is not accessible. They are recommended especially to soldiers, policemen, coachmen, and others whose

occupation makes them liable to exposure to the weather, and yet who wish to present a neat appearance. Traveling men, also, are expected to appreciate these goods, and they are made for women as well as men.

These goods are represented to be made of a compound of rubber which gives solidity, so that collars will not wilt under heat or moisture; they are waterproof, do not chip on the edges, do not turn yellow as celluloid is inclined to do, they are durable, and contain nothing that is injurious to the skin. They are made with "polish" and "new linen" finish. The directions for cleaning are simply "Rub with damp cloth, using sapolio or powdered pumice stone." Collars and cuffs are offered in this material in all the styles prevalent in the furnishing goods trade. Black ties are also offered. The exhibit in Boston was made by The Windsor Collar and Cuff Co., Windsor, Conn.

## A NOVEL CORRUGATED TIRE.

THE most noticeable peculiarity in the "National" single tube bicycle tire consists of a corrugated tread, designed to prevent slipping. As will be seen from the illustration, the ridges run at an angle of 45 degrees to its longitudinal center, and the ridges being high enough to keep the rider on them at all times, the main body of the tire never comes in contact with the ground. Thus only about one-fifth of the part of the tire next to the ground really comes in contact with it. It is pointed out that these ridges, being at such an angle, lessen any tendency to side slipping, as well as slipping



when the rider applies force to the pedals. Another effect of these ridges, due to the tire not coming into contact with the ground, prevents liability to puncture. Furthermore, on the principle that the least point of contact gives the least amount of resistance, the ridges are held to make less force necessary to propel a wheel equipped with these tires than where the ordinary construction is used. The ridges permit the air to circulate between them and a groove running around the centre of the tire,

which allows the air to circulate transversely as well as longitudinally around the tire. The effect is to overcome suction, which, in some other makes of tires, makes the wheel seem to drag when going over asphalt or other smooth surfaces. This is due to the tire forcing the air from under it, thus creating a vacuum. It is claimed that, on account of the corrugation in the "National," a vacuum cannot be created in its use, and that on this account unusual speed is attained. Manufactured for The National Tire Co., No. 204 Dearborn street, Chicago.

## THE MORGAN &amp; WRIGHT VEHICLE TIRE.

A SOLID rubber vehicle tire involving some new features in the method of application to the steel channel has been brought out by Morgan & Wright (Chicago, Ill.), who are so widely known in the bicycle tire trade. The series of illustrations presented herewith is intended to exhibit the form of the tire and its appearance when mounted in the channel; and also the special tools by which the tire is put in place. The advantage of the method here indicated is that it renders unnecessary all annoyance, delay, and expense of sending wheels to the shop of a rubber tire company to have the

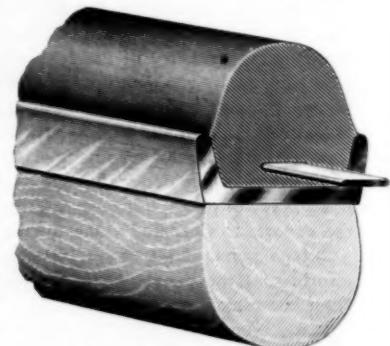


FIG. 1.—SOLID RUBBER VEHICLE TIRE.

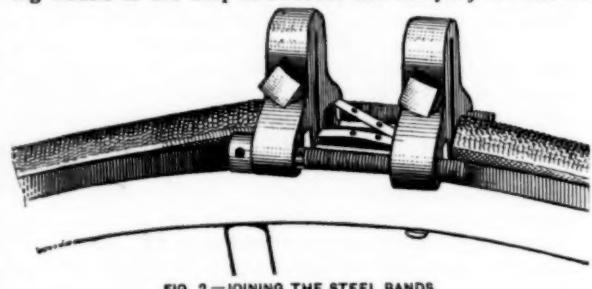


FIG. 2.—JOINING THE STEEL BANDS.

tires put on. In the first place, a flat steel band runs through each tire, as shown in Figure 1. By means of the special tools—a clamp and a punch, shown in Figures 3 and 4—used accord-



FIG. 3.—CLAMP.

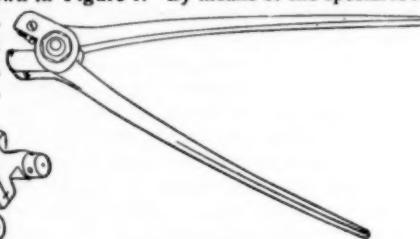


FIG. 4.—PUNCH.

ing to directions supplied by the manufacturers, the ends of the steel band are joined together and the tire is made to cover the rim. Figure 2 shows the operation of the clamps in bringing together the ends of the steel band. It is claimed that the

steel band used in connection with this tire will be found more satisfactory in practice than the wires which are used by other manufacturers to bring the ends of rubber tires together. A full range of sizes of tire is made, from  $\frac{1}{4}$  inch to 2 inches in diameter, to cover wheels of any diameter desired. The address of the manufacturers is Morgan & Wright, Nos. 331-339 West Lake street, Chicago, Ill.

#### THE "SEMLOH" SPRAY SYRINGE.

THE construction of this syringe embraces a rubber bulb and a hard rubber pipe, connected by a short piece of tubing, the object of the latter having been, originally, to "take up" the motion caused by compressing the bulb, and which would be communicated to the hard rubber pipe if it were connected directly and rigidly to the bulb. In practice this tubing has been found to possess some special advantages in respect to convenience, particularly for its use by a person in a recumbent position. Another feature peculiar to the "Semloh" is the tip of the irrigating pipe. The water flows from a circular slit cut into a single piece of hard rubber. There being nothing to be adjusted, the tip cannot get out of order or fail to work. The spray thrown from this pipe is circular in form and reaches forward beyond the furthest point to which the pipe itself may be inserted, which details are to be considered in comparison with the working of a syringe which has a lim-

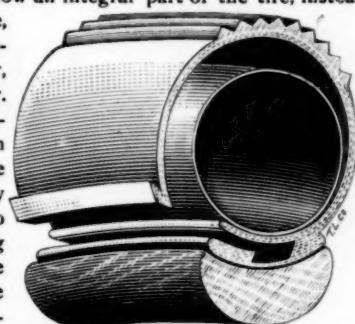


tied number of side streams, reaching only portions of the surface to be treated, and which fail to project beyond the tip of the pipe. A circular is issued which details at greater length than is practicable here, and, with the aid of further illustrations, the advantages due to the particular form of spray formed by this syringe, which has met much favor in hospitals as well as in private practice. Supplied by The Semloh Co., No. 45 Rockwell place, Brooklyn, N. Y.

#### GRAHAM DETACHABLE TIRE.

THIS is a Canadian invention, patented also in the United States. The outer cover is designed to form a cushion, which fits next to the rim. This cushion contains a clinching recess, and the tire interlocks, within itself, thus taking all the splitting strain off the rim. It also protects the rim when the tire

is deflated, and gives greater resiliency when inflated. The inner tube is also protected by a flap, which covers the clinch and practically forms a case wherein the tube lies and is safe from pinching, rough spoke ends, or dirt. There being no splitting strain on the rim, single-piece rims can be used. Several changes have been made in this tire since its appearance last year. The flap is now an integral part of the tire, instead of being made separate, and having to be cemented on to the cover, as was the case last year. Besides, there is now inside the flap a very thin wire, running from edge to edge, to prevent any possibility of the flap curling and interfering with the inner tube. The clinching grooves are now made "more dovetail" than originally, so that when the tire is clinched it cannot become undone without assistance. There was some complaint in 1898 of the weight of these tires. This has been overcome by the use of corkaline in the beads, which is claimed also to make the tire ride easier. The Graham Tire Co., Limited, No. 132 Bay street, Toronto, Ont.



#### THE "WHITE" BICYCLE TOE CLIPS.

THESE novelties are made in two shapes. The rubber lined clip has been gotten up with a view to preventing injury to the shoes worn in cycling. It also holds the shoe in place, but without clinging to the shoe as the cyclist alights from the wheel.

It makes side clamps unnecessary.

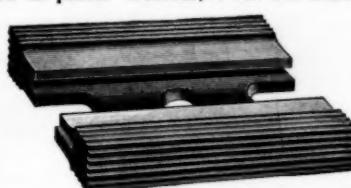
The rubber covered clip is made in two lengths. For ladies' use it is short and somewhat broad on top.

It is covered throughout with rubber, with the intention of making it as easy and comfortable to the foot as if no steel entered into its construction. It likewise has the advantage of saving shoe leather. The rubber lined clip is listed at \$6 per dozen and the rubber covered clip at \$3. Manufactured by the White Manufacturing Co., Ithaca, N. Y.

#### STRAUS'S "SNAP-ON" PEDAL RUBBER.

THE object of the peculiar construction of this article is to enable it to be attached or detached more readily than pedals which have to be screwed in place. Besides, it will not shake loose or rattle, and it

will fit all pedals. It is made in three sizes— $1\frac{1}{4}$ ,  $2\frac{1}{4}$ , and  $2\frac{1}{2}$  inches—and is heavier than rubber pedals made heretofore. It makes less trouble for both the cyclist and the repairman. The trade is supplied by the Straus Tire Co., No. 127 Duane street, New York.



THREE NEW LAWN SPRINKLERS.

THE cuts herewith illustrate designs in lawn sprinklers which were gotten up during the past year for the season of 1899. The "Evanston" is of the "low down" type. It is nickel plated all over, and is sold to the jobbing trade at a very low price. The manufacturers state that they have put it on the



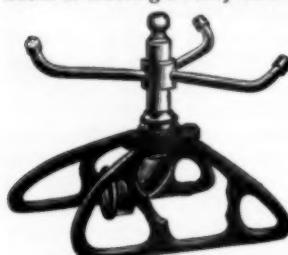
THE "EVANSTON."



THE "C. B. &amp; C."

market at a price lower than any similar sprinkler has ever been produced for. Finishing it as they do, nickelplated throughout, and putting it up in individual boxes, they are confident of meeting a ready sale. The initials "C. B. G." indicate

"Cheap But Good." It is not quite so expensive as the "Evanston," being finished in Japan, but will do just as effective work on a lawn. The "Preston" sprinkler has revolving arms, but is of the "low down" variety. The "Evanston" and "C. B. G." sprinklers are expected to meet with favor with that class of buyers who do not want re-



THE "PRESTON."

volving parts to wear out or clog with sand. The spray thrown by these sprinklers is steady and unvarying. These new sprinklers have been brought out by a firm who have devoted a great deal of time and thought to sprinklers during the past year—W. D. Allen & Co., No. 151 Lake street, Chicago.

## SOFT RUBBER ASEPTIC TRAY.

THIS article is employed by surgeons in practice for holding antiseptic fluids in which to prepare instruments previous to an operation, or for cleaning them afterward. One advantage from a tray made of soft rubber is that instruments are not dulled by coming into contact with its sides, as might happen if it were made of china or other hard substances.

It can also be folded conveniently and carried in small space in a bag with the instruments. Manufactured by the Davidson Rubber Co., No. 19 Milk street, Boston.

## THE "VELVET" RUBBER HEEL.

THE arguments in behalf of the use of rubber heels for walking shoes are too well known to be repeated here in detail—rendering walking noiseless and tending to eliminate all jar,

with the effect not only of more comfort in walking but of protecting the health. All the points under this heading are claimed in behalf of a new patented

rubber heel called the "Velvet," about which there are also some special features. One which careful housekeepers will



appreciate is the smallness of the nail holes, on account of which they do not catch up the dirt to be tracked into house or office. The "Velvet" is offered as a good specialty for the shoe retailer to handle, and can be had from the patentees and manufacturers, F. W. Whitcher & Co., No. 4 High street, Boston.

DRAWBACK ON HYDRAULIC HOSE.

THE United States treasury department has published a decision respecting the export of flax or linen hydraulic hose manufactured by the Eureka Fire Hose Co. (New York), wholly from imported flax or linen yarns, on which a drawback will be allowed equal in amount to the duties paid on the imported materials used, less the legal deduction of 1 per cent.

The entry under which the merchandise is to be inspected and laden must show the mark and number of each shipping package, the length, internal diameter, and brand of hose contained therein, and its gross, tare, and net weight. These particulars must also be stamped on each package.

The drawback entry must show the quantity of each brand and size of hose exported, and must further show that the exported merchandise was manufactured from the material and in the manner set forth in the manufacturer's sworn statement, dated October 1, 1897, filed with the collector of customs at New York. In the liquidation of entries, the quantity of yarns which may be taken as the basis of allowance of drawback may equal the net weight of the exported hose, with 2½ per cent. added thereto, to compensate for loss in manufacture.

NEW RUBBER PLANTING PROJECTS.

CITIZENS of Dayton, Ohio, plan to engage in rubber culture in Nicaragua. The movement is headed by F. E. Mellinger, superintendent of the Dayton Computing Scale Co. It is proposed to plant 75,000 trees. The Dayton *News* says, relative to the handling of crude rubber: "The liquid substance is placed in barrels and shipped to America at a handsome price, all of the refining being done in this country." It is surprising that the Daytonians have not thought of building pipe lines to convey the rubber sap to America.

A prospectus comes from Paris of a rubber planting company, to develop a concession in southeastern Madagascar. The proposed capital is equal to \$240,000. The plans involve planting 4322 acres with Ceará rubber trees (*Manihot Glaziovii*), at the rate of 156 per hectare, or a little over 63 per acre. This gives a total of 273,000 trees, which are expected, after five years, to yield an average of ½ kilogram per tree, or 300,300 pounds, worth, at 5 francs per kilogram, \$136,500 for the yearly yield. The estimated cost of plant and expenses of maintenance for the first year are \$55,200; for the second year, \$26,160; for the third, fourth, and fifth years, \$10,800 each, or a total of \$113,760, up to the productive age. After that stage the expected annual profit would be "a little more than 49 per cent. on the capital." The prospectus is signed by Deurth & Santelys, proprietors of the Ampeta rubber plantation, of 741 acres, begun in 1896, at the junction of the Ivoio and Mangoro rivers. The new concession is located near the Ampeta property.

The Rubber Syndicate, Limited, is being organized in London, with £25,000 capital, to operate in a district in the state of Matto Grosso, Brazil, and the neighboring republic of Paraguay, having an output now estimated at £7400 per year, but capable of being largely increased. A concession on the territory is held by Cadiot & Co., of Paris.

## BRIEF ABSTRACTS OF RECENT RUBBER PATENTS.

**A**MONG recent patents issued by the United States patent office, embodying applications of India-rubber or Gutta-percha to a greater or lesser extent, have been the following. It is not practicable here to do more than to note the use of rubber sufficiently to enable those who may feel interested to decide whether or not to look into any particular patent more fully:

## TIRES.

No. 613,257.—*Wheel and Process of Tiring Same.* Howard M. DuBois, Ashbourne, Pa.

A vehicle-wheel comprising a rim, a channel, shaped tire cold compressed, on said rim and forming therewith a closed annular space and a compressed elastic material in said space having its volume completely filling the closed annular space on the cold-upsetting of the tire.

No. 613,307.—*Wheel for Vehicles.* James N. Rankin, New York city, assignor by mesne assignments, to the Dubois' Cushion Tire Co.

A wheel comprising a tapered felly having a beveled edge at each outer side thereof adapted to fit within a flanged tire; a tire provided with a pair of inwardly extending tapering flanges fitting over the tapered felly, and the innermost points of the beveled edges; and a rubber ring intermediate the felly and tire and having a pair of projecting portions extending between the inner faces of the tire-flanges and the beveled faces of the felly.

No. 613,583.—*Cushion Tire Retainer for Vehicle Wheels.* Leonidas N. Lyon, Jr., Waco, Texas.

The combination with a wheel rim of a tire-retainer, consisting of two independent circular sections having opposing inclined surfaces seated one against the other, one section having bolt-holes and the other constructed with lateral openended slots terminating at their inner ends in bolt-holes, bolts or screws passing through the bolts and engaging the wheel-rim and a cushion tire clamped between the two tire-retaining sections.

No. 613,972.—*Rim and Resilient Tire for Wheels.* Henry Constable, London, England.

In a resilient tire for wheels, the combination with the wheel-rim of a detachable inner rim, a resilient bed or support carried by the inner rim, and an endless band or tire resting on the bed between the edges of the wheel-rim and being of approximately square shape so as to be capable of being turned to present any one of its faces as the wearing surface.

No. 614,084.—*Cushion-Tire.* Webber G. Kendall, Providence, R. I., assignor to the Kendall Rubber Tire Co., same place.

The combination, with the rim of a wheel, of a rubber tire composed of two or more sections, forming a continuous tread, each section having embedded therein a slotted reinforcing plate, having its side edges projecting beyond the sides of the rim, to form tire projecting guards, and provided with recesses, T-head securing clamps, adapted to be received in the recesses and bolts for securing the clamps, and thereby the tire, onto the wheel.

No. 614,085.—*Cushion-Tire.* Webber G. Kendall, Providence, R. I., assignor to the Kendall Rubber Tire Co., same place.

A cushion-tire composed of one or more sections or pieces, each section having embedded therein, a central reinforcing and securing band, consisting of a central longitudinal solid strip having integral side straps projecting downwardly through the tire, the free ends of the straps on each side, being connected together by a continuous strip provided with V-shaped formations in the outer edge thereof and with suitable bolt-holes.

No. 614,278.—*Pneumatic Tire.* John H. G. Seale, London, England.

The combination with the rim of a wheel and a detachable outer cover or wrapper adapted to be secured to the rim by the inflation of the tire, of a series of short tubes arranged around the circumference of the rim, the short tubes overlapping one another around the wheel, so that a double system of tubes is formed entirely around the circumference of the wheel and a separate valve for each tube.

No. 614,398.—*Cover for Pneumatic Tires.* Thomas B. Jeffery, Chicago, Ill.

A tire-cover in the form of an endless band or short cylinder consisting of a plurality of layers of bias fabric creased upon one surface to form parallel beads or ridges upon the opposite surface near the edges respectively, an additional strip or strips of adhesive fabric applied upon the creased side spanning the beads to render the creases permanent.

No. 614,806.—*Pneumatic Tire.* William A. D. Graham, Toronto, Canada.

A tire consisting of a strip, sectional interlocking devices located at each edge of the strip, each section having inward projections adapted to engage similar projections of the opposite devices, flexible flaps located at the edges of the strip and adapted to form air-tight joints about the interlocking devices, and a suitable means whereby air is injected into the tire.

No. 615,059.—*Elastic Tired Wheel.* Samuel C. Davidson, Belfast, Ireland.

In wheels for carriages, cars, trucks or other vehicles, on which India-rubber, leather or other more or less elastic tires are mounted to give resilience thereto, a channeled or hollowed wheel rim with only one side of the hollow integral with the rim and an annulus secured to the wheel and forming the remaining part of the rim, and transverse ledges constructed either in both sections of the rim or altogether in one or other of the sections and extending therefrom into the hollow of the other section, in combination with an India-rubber, leather or other elastic tire mounted in the hollow of the rim with its inner face resting upon the rim bars or ledges.

No. 615,062.—*Pneumatic Tire.* Morland M. Dessau, London, England.

In a pneumatic tire, the combination with the cover provided with edge channels having lateral openings or tubes arranged within the channels, a coupling for the tubes, ligatures in the tubes and projections on the cover adapted to be engaged by the ligatures.

## MECHANICAL GOODS.

No. 615,012.—*Fire-Hose Washer.* James A. Britton, West Bethlehem, Pa.

In a hose-washing device, the combination with an outer semi-cylindrical casing formed with an opening with which a hose is adapted to be connected, of the conical or tapering inner section secured to the outer section, thereby forming a chamber between the two sections, the inner section being provided with perforations and the roller at the large end of the inner section.

No. 615,407.—*Cushion for Billiard Tables.* Thomas R. S. Bullock, Providence, R. I.

The combination with the impact receiving portion or nose of a billiard cushion, the same being composed of yielding material, of a series of bent springs, to the ends of which the impact receiving portion or nose is applied, and a support to which the impact receiving portion or nose and the springs are applied, the springs being confined from movement above the line or lines of force intermediate the edge of the yielding portion and the backing or abutment for the portion.

No. 614,500.—**Hose-Coupling.** Frank C. Smith, Delaware, Ohio, assignor to the Manhattan Rubber Manufacturing Co., Passaic, N. J.

In a hose-coupling, the combination with a coupling having a shank and a clamp surrounding the hose end and coupling shank, of a sleeve structure disposed within the hose end and around the coupling shank and extending over the end of the hose and covering the exterior of the hose within the hose clamp.

No. 614,749.—**Pneumatic Plug for Water or Waste Pipes.** Alexander Pallas, New York city, assignor of one-half to William E. Schaefer, same place.

A pneumatic plug for pipes having in combination an expandable ball, an inlet for the expanding fluid, means for preventing the expansion of the ball in one direction and means for holding the plug in position against the pressure within the pipe.

#### DRUGGISTS' SUNDRIES.

No. 613,301.—**Vaginal Tube for Syringes.** Russell Parker, New York city, assignor to the Parker, Stearns & Sutton, same place.

A vaginal tube for a syringe, consisting of a tube of soft flexible material and a series of flat metal strips or springs arranged loosely within the walls of the tube, parallel with its length for the purpose of giving it longitudinal stiffness while permitting its elongation.

No. 614,744.—**Sprayer.** Frederick W. Nettleton, New Haven, Conn., assignor of one-half to the Veru Bicycle and Rubber Co., same place.

A sprayer comprising a flexible bulb open at one end, a nipple secured in the open end and formed with a central opening, the outer end of which is enlarged, the upper end of the nipple exteriorly threaded, a transverse hole in one side of the upper end, a flexible rubber ring within the enlarged upper end of the nipple, and a nozzle having a stem extending into the bulb and formed with a collar interiorly threaded for engagement with the nipple.

No. 614,805.—**Pessary.** Herman Roeber, Kiel, Wis.

An instrument for uterine treatment, the same comprising a cup having a transversely apertured center post and a screw-tapped bottom recess extending into the post for the engagement of a screw-threaded rod that constitutes a detachable handle, an elastic ring consisting of a continuous spiral spring having its coils engaged with apertures in the cup adjacent to the rim thereof, and a rubber covering for the ring.

No. 615,005.—**Nipple for Nursing Bottles.** Andrew McTerren, Andover, Mass., assignor to the Tyre Rubber Co., same place.

A nipple for nursing bottles composed of rubber or similar permanently elastic material, and consisting of a thin elastic bottle-receiving portion, an oval shaped bulb having a smooth straight walled passage through it and at the other end of the passage a thin dilatable perforated diaphragm transverse to the axis thereof, the bulb so formed presenting thickened side walls extending substantially to the apex to prevent collapse, and the elastic portion permitting ready access to the walls of the passage.

#### MISCELLANEOUS.

No. 613,328.—**Air Pillow, Mattress, Cushion, etc.** Walter B. Shryock, Moberly, Mo.

The combination in an air-pillow or like article, provided with an opening in one side, of a metallic plate inserted in the opening inside and outside securing-plates covering the joints between the material of the pillow and the metallic plate, a flat spring mounted on the inside of the plate and parallel therewith, provided with a valve closing the inlet-opening through the metallic plate, a guard or shield covering the spring valve and secured upon the inside of the plate, and a rotary valve mounted on the outside of the plate on a pivotal rivet, consisting of a strip of rubber, flat on the inside to close two discharge openings in the plate, and curved on the outside and a curved

shielding plate of metal fitted to cover the curved outside of the rubber valve.

No. 613,487.—**Means for Preventing Rugs from Slipping.** Albert J. Bell, Clinton, Mass.

The combination of a floor covering or rug and a plurality of suction cups for preventing the rug from slipping on the floor, the suction-cups being distributed substantially uniformly on the back of the rug or floor covering, so that the rug will be secured in its central portion as well as along the edges thereof.

No. 614,108.—**Means for Preserving Corpses.** Philemon E. Hommel, Jersey City, N. J., assignor to himself and Ellis T. Jones, New York city.

A bag or pouch of flexible waterproof material adapted to receive and contain a freezing mixture, the upper convex portion wider than the lower plane portion so as to allow the pouch to follow the outline of the body and extend downward toward the line of contact with the cooling-board, the upper portion being thicker, for insulation, and the lower portion thinner to better allow the transfer of heat and to lie in close contact with the irregular surface to be cooled.

No. 614,491.—**Protector for Trouser.** Willis F. McFarland, Lynn, Mass.

A trouser's protector, consisting of a strip of perforated rubber, V-shape in cross-section, said strip being enlarged centrally to conform to the knee of the wearer.

No. 614,803.—**Soft-Tread Horseshoe.** John W. Ford, Denver, Colo., assignor of three-fourths to Frederick L. Fisk, George B. Larimer, and Frank H. Larimer.

In a horseshoe, the combination of the body portion composed of metal, the rubber portion engaging the body portion and the metal band also engaging the rubber portion on the opposite side from the body portion, the parts being provided with registering apertures, the apertures in the metal band near the heel of the shoe being elongated and suitable bolts passed through the registering apertures of the three parts, the inner extremities being threaded to receive nuts whereby the bolts are securely held in place.

No. 612,953.—**Soft-Tread Horseshoe.** Anthony M. Meissner, Chicago, Ill.

A light horseshoe having a lower surface adapted for contact with the ground or pavement, in combination with a supplemental shoe a flange rising from the supplemental shoe and adapted to engage the main shoe, means for securing the supplemental shoe to the main shoe, an elastic pad, and means for securing it to the supplemental shoe.

#### DESIGN.

No. 29,450.—**Mat.** Lewis D. Parker, West Hartford, Conn.

The design for a mat with bevelled edges.

No. 29,580.—**Horseshoe Pad.** Richard Whitaker, New Brunswick, N. J., assignor to the Neverslip Manufacturing Co., same place.

Design for a Horseshoe pad.

No. 29,581.—**Horseshoe Pad.** Richard Whitaker, New Brunswick, N. J., assignor to the Neverslip Manufacturing Co., same place.

Design for Horseshoe pad.

#### TRADE MARKS.

No. 32,038.—**Hydraulic Hose.** Eureka Fire Hose Company, New York, N. Y.  
Filed Aug. 30, 1898.

The word "Monitor," used since June 29, 1879.

No. 32,039.—**Hydraulic Hose.** Eureka Fire Hose Company, New York, N. Y.  
Filed Aug. 30, 1898.

The word "Trumpet," used since April 19, 1898.

No. 32,040.—**Hydraulic Hose.** Eureka Fire Hose Company, New York, N. Y.  
Filed Aug. 30, 1898.

The word "Surprise," used since June 15, 1898.

No. 32,061.—**Hydraulic Hose.** Eureka Fire Hose Company, New York, N. Y.  
Filed Aug. 20, 1898.

The word "Trojan," used since February 1, 1892.

No. 32,062.—**Hydraulic Hose.** Eureka Fire Hose Company, New York, N. Y.  
Filed Aug. 30, 1898.

The words "Red Ball," used since November 21, 1891.

No. 32,063.—**Hydraulic Hose.** Eureka Fire Hose Company, New York, N. Y.  
Filed Aug. 30, 1898.

The words "Uncle Sam," used since September 23, 1897.

## OFFICERS OF THE READING RUBBER CO.

**T**HE treasurer and general manager of the Reading Rubber Manufacturing Co., Mr. B. T. Morrison, dates his active rubber experience from 1885, when he incorporated a small company in Boston and set up machinery for the manufacture of rubber horseshoe pads. After running the business successfully for about two years, he sold it to Henry M. Whitney, who made it a part of his Neverslip Horseshoe Co. In 1887 Mr. Morrison associated with himself the well known firm of Joy, Langdon & Co. (Boston) and purchased the plant of the Mayall Rubber Co., that had been partly destroyed by fire a short time previous. Here, after rebuilding a part of the factory and equipping it with



JOHN HOPEWELL.

modern machinery, he began the manufacture of rubber carriage cloth and mackintoshes.

In 1891 the company was organized under Massachusetts laws with \$100,000 capital, fully paid up. At that time L. C. Chase & Co. purchased the Joy-Langdon interest and became the selling agents for the company, under the name of the Reading Rubber Manufacturing Co. Under the careful management of Mr. Morrison, coupled with the aggressive salesmanship of the L. C. Chase Co., the carriage cloth business grew so rapidly that the manufacture of mackintoshes was dropped.

That Mr. Morrison is a marvellous organizer is shown by the smoothness with which his factory runs. Wherever machinery can be made to take the place of men it is done. Since its incorporation the company has not paid less than 6 per cent. in yearly dividends and it has a tidy surplus besides. About three and a half years ago Mr. Morrison began to make tires, first at the Reading mill, and later leased the factory formerly owned by the Boston Rubber Co., at Chelsea, Mass. Here they soon had nearly four hundred hands, and sold their tires all over the United States and also established profitable agencies in London and Paris. The tires that made their name famous are the "Chase Tough Tread" and were all marketed by the L. C. Chase Co.



B. T. MORRISON.

Mr. John Hopewell, the president of the Reading Rubber Manufacturing Co., is the well known head of the house of L. C. Chase & Co., the largest manufacturers and marketers of plashes and carriage robes in the world. Mr. Hopewell is a younger man in the rubber business than Mr. Morrison, but he made himself felt from the start. He is a Massachusetts man and was born in Greenfield. For many years he was treasurer of the great Sandford Mills corporation, and is still a director, having resigned the former position to devote himself more exclusively to his other large business interests. He was one of the organizers of the Home Market Club, is a director of the North National Bank, of Boston, and of many other corporations, among them being the Boston Merchants Association.

Only once has Mr. Hopewell strayed from the paths of business. In 1891 he was elected to the state legislature, and was so popular and efficient that the strongest pressure was brought to bear to get him to allow the use of his name for Congress, but he resolutely refused and also declined reelection to the office he then held. As a relief from business he has with his brothers a model farm at Natick, Mass., where he raises Guernsey cattle. He is a member of the Cambridge, Colonial Union, and Boston Art clubs, and marvellously popular for so busy a man.

This sketch is hardly complete without a few words about Mr. Frank Hopewell, the brother and his associate in business, than whom there is probably no more energetic and aggressive organizer of selling forces in the country. The brothers have a family likeness in that they are quick to decide, full of life and energy, rare fighters, and the staunchest of friends.

## WHAT GERMAN RUBBER MEN TALK ABOUT.

**T**HE German rubber manufacturers, at a recent meeting of their association, discussed the question of the high prices of raw materials, without quite agreeing about the causes, nor about how to meet it. While some members simply saw a natural connection between growing demands, difficult to satisfy, and growing prices, others were convinced that speculations of doubtful character had screwed the prices up. To fix higher rates for Germany only did not recommend itself to some rubber men; an international agreement seemed the only remedy. The majority, however, hold that a general understanding could hardly be arrived at, and that the best they could do was to promote the rubber production and to help to introduce more scientific methods. Members were further advised to keep their stock of raw materials well up, lest they might be obliged to buy in critical times.

As regards the guarantee for tires, only one voice was heard in favor of abolishing it altogether. The custom has become too deeply rooted. The debate turned about the question whether the guarantee for one year should date from the delivery of the tire or from the purchase of the wheel. The former view was finally adopted, and regret expressed that certain firms offer a longer guarantee in case of other rubber articles in order to push their goods.

The law on the hours during which employés may be engaged in certain operations was discussed. In the carbon bisulphide and sulphur chloride rooms, men must not be kept for more than two hours daily, and women for a maximum time of one and a half hours; children must not be employed at all. The association did not wish to oppose this law, but they did not think that the hours which their employés may spend in the benzine rooms should be subjected to restrictions.

This association includes the leading rubber manufacturers in Germany, and its meetings are well attended.

## A CALL UPON "THE INDIA RUBBER WORLD."

FROM "DIE GUMMI-ZEITUNG" (DRESDEN).

**W**E recommend the following letter to the friendly attention of our readers:

Boston, October, 1898.

In the latter part of October, I had an opportunity to pay a call at the office of the leading organ of the American rubber trade, THE INDIA RUBBER WORLD AND ELECTRICAL TRADES REVIEW, and I was received in the most courteous manner by the Editor of this journal, Mr. Henry C. Pearson.

On account of the respect which the German India-rubber industry has won for itself in the land on the other side of the ocean, which counts among its sons the greatest inventor of our industry, Goodyear, Mr. Pearson expressed himself as most desirous of maintaining friendly relations with the German *Gummi-Zeitung*, as the representative journal of the German India-rubber market.

THE INDIA RUBBER WORLD was called into existence some ten years ago, and has been successful in its career from the beginning. It is read by those interested in our industry in all civilized as well as uncivilized countries. [This we may also say of our journal.—EDITOR GUMMI-ZEITUNG.]

Through the courteous interest of Mr. Pearson, I also had the opportunity of becoming acquainted with many of the prominent men connected with the American rubber trade, and it was thus made apparent to me how closely and directly THE INDIA RUBBER WORLD is connected with the rubber industry and trade, and to how great an extent this paper is supported by all those interested in the rubber trade.

A glance at THE INDIA RUBBER WORLD enables one to realize that such an extensive and reliable presentation of the news about every imaginable occurrence pertaining to the rubber trade is only possible when the representatives of the various departments of the trade are not merely readers, but also practical supporters, of the trade paper.

Although I consider the German *Gummi-Zeitung* as a very reliable and comprehensive trade journal, I may nevertheless assert that it has not yet caught up with the foremost India-rubber journal in the world, the American INDIA RUBBER WORLD. [It would be presumptuous for us to contradict this statement. In Germany the path of a trade journal is much more difficult than in America.—EDITOR GUMMI-ZEITUNG.]

The reasons for this, however, appear to me to lie entirely in the fact that you are not supported by the entire body of the German rubber trade, manufacturers as well as dealers, in the same manner as is your American contemporary. I have the feeling that in Germany the publication of a trade journal is still regarded as an uncalled-for and undesirable intrusion, and that you are not properly supplied with information furnished directly from the practice of the rubber industry.

On such points the Americans think quite differently. Fully recognizing the high significance and great value of public opinion, they themselves see to it that the journal of their trade receives authentic information, use it everywhere, and support it wherever possible; in short, to rate it for what it is and can be—as an intellectual center in which all information from the various departments of the industry can be gathered for public utterance. It is in this manner that THE INDIA RUBBER WORLD has been able to attain a high efficiency, such as you, apparently, can only attain by fighting your way with difficulty, step by step.

In the editorial rooms of THE INDIA RUBBER WORLD there are not only portraits of the leading manufacturers, managers,

and other important individuals connected with the trade, but also a large number of views of the interior and exterior of many American rubber factories, showing the various machines and other apparatus used in the industry, and if the Editor desires any especial information, the manufacturers willingly supply him with the desired data, and in fact constantly supply THE INDIA RUBBER WORLD with all possible information. It is only in this manner that the journal can serve in such a high degree as a means for the exchange of ideas and experience between members of the industry, and as a source of instruction for beginners. In addition to this, it is also a reliable bureau of information concerning all novelties in the business, for the description of newly discovered raw materials, machines, chemicals, etc., and is therefore a highly valued advertising medium for dealers in all such articles.

Since America, on account of Goodyear's fundamental discovery, is the leading country in the India-rubber trade, it appears to me that the manner in which the members of the trade, as well as the manufacturers, support the journal of their trade, is worthy of imitation in Germany, and I shall be very glad if this communication furthers the attainment of this result. If the many representatives of the German rubber industry would occasionally place some of their processes at your disposal for discussion (trade secrets, of course, being excepted), they would in this manner certainly render the German rubber trade a service.

I cannot bring this short account to a close without expressing my most hearty thanks to Mr. Pearson, of THE INDIA RUBBER WORLD, for his hospitable reception of me, and to express the compliments which he charged me to deliver to the *Gummi-Zeitung*.

FRIEDRICH SAUTHOFF.

## FRAUDULENT BUYERS ABROAD.

**C**OMPLAINTS have reached THE INDIA RUBBER WORLD from members of the trade in this country that they have suffered losses through filling some of their foreign orders, owing to the difficulty of determining in advance the responsibility of the parties ordering. At least one rubber concern has been victimized as a result of responding to a certain circular letter of which a copy follows:

Amsterdam, date of Postmark.

**GENTLEMEN:** We came in possession of your address, and herewith beg to pray you to send us by post lowest wholesale prices, full particulars, illustrated catalogue and export discount of the rubber goods you manufacture.

Meanwhile we remain, gentlemen, yours truly,

MOUTHAAK & CO.

Amsterdam long has been the headquarters of swindling operations in the way of buying goods direct from American manufacturers by parties having no intention of paying for them. Several years ago the chief of police of that city drew up a list of "suspicious merchants" doing business there, including over sixty names, which was reprinted in a United States consular report to warn American exporters against consigning goods to the parties mentioned. This list included the name of Mouthaan & Co.

There is no need for any American to be victimized in the way above mentioned, since a mercantile agency system exists in that country with which the leading agencies in the United States are in correspondence. In the case of some other countries, in which there is no credit rating system, it would be well to confer with export commission houses in New York before filling orders from unknown correspondents.

## NEWS OF THE RUBBER TRADE.

**T**HE petition of the stockholders of the Jenkins Rubber Co. (Holyoke, Mass.) for a dissolution of the corporation was granted by the supreme court at Springfield, Mass., on December 5. This was formerly the Tuttle Rubber Co. After the death of John H. Tuttle, founder of that company, the business was acquired by Jenkins Brothers (New York), valve manufacturers, who have established a rubber plant at Elizabeth, N. J., and incorporated the Jenkins Rubber Co. under the New Jersey laws.

=Contracts for 50,000 rubber ponchos for the United States army were awarded at Philadelphia on November 28, at prices ranging from \$1.17<sup>100</sup> to \$1.20, as follows: The Standard Supply and Equipment Co., 15,000; C. A. Bloomingdale, 2500; United States Rubber Works, 10,000; American Rubber Co., 22,500. Awards were made on December 1 to Morse & Rogers for 25,000 pairs of arctics, at 78 cents, and to John Wanamaker for 25,000 pairs, at 79<sup>100</sup> cents.

=The Boomer & Scherert Press Co. (Syracuse, N. Y.) lately shipped two of their knuckle-joint 24" x 30" steam plate presses to the Newton Rubber Works (Newton Upper Falls, Mass.) and are making one of the same size for the Neverslip Manufacturing Co. (New Brunswick, N. J.), makers of rubber horseshoe pads.

=The Michigan Shoe Co. (Detroit, Mich.), who handle the Boston Rubber Shoe Co.'s lines, making a specialty of lumbermen's boots, have ten men on the road, carrying leather and rubber samples.

=The reclaiming plant at Millville, Mass., is still reclaiming rubber for the factories of the Woonsocket Rubber Co.

=Edward R. Rice, Chicago selling agent for the Joseph Banigan Rubber Co., is removing from Nos. 207-209 Monroe street to the large five-story warehouse, Nos. 267-269 Franklin street. The removal was preceded by a special sale.

=George T. Lewis & Sons, Philadelphia, announce their retirement from business from this date, and refer their customers, for their wants of sublimed white lead, and any communications regarding the same, to the head office, Picher Lead Co., Chicago, Ill., whose advertisement appears elsewhere in THE INDIA RUBBER WORLD.

=It was reported recently that the two rubber shoe concerns at Naugatuck, Conn., were turning out about 40,000 pairs daily. The rubber reclaiming plant of the United States Rubber Co. at the same place was running until 8 o'clock at night.

=F. D. Balderston (Boston), special sales agent for the tennis shoes made by the United States Rubber Co., reports an unusually large demand for goods in the line. He has traveled extensively of late, visiting the trade.

=The Day Rubber Co. (St. Louis) have made to order, to be worn by a customer, a mackintosh 7<sup>1</sup>/<sub>2</sub> feet long.

=Colonel R. N. Elwell, who is at the head of the Rubber Step Manufacturing Co. (Exeter, N. H.), and who took on the manufacture of mackintoshes a little more than a year ago, advises THE INDIA RUBBER WORLD: "On account of the partial suspension of the concern from which I took power—the fact being that I was never certain of power a day at a time—I have gone elsewhere, and have discontinued the men's coat business, but under the management of Miss L. W. Boswell (who really runs the business, I being busy elsewhere), am doing more in the cravette business than ever before." It is not meant that the business has left Exeter.

=The National India Rubber Co. (Bristol, R. I.) were mentioned lately as having received an order for garden hose that would keep their hose department busy for two months.

=The Millville factory of the Woonsocket Rubber Co. disposed of all their stocks of rubber boots as a result of the storm early in December, although the production had been exceptionally heavy during the season. They have since been reported as employing 1400 hands on orders, no goods being stored.

=George A. Lewis, the Naugatuck rubber shoe manufacturer, has been president for many years of the national bank at Naugatuck, with \$100,000 capital, which has earned regularly a dividend of 8 per cent.

=The Lake Shore Rubber Co. (Erie, Pa.) have obtained a permit to erect a brick addition to their factory building.

=Vincent A. Tobin, an employé, has sued the India Rubber Co. (Akron, Ohio) for \$10,000 for the loss of his right hand in their factory.

=S. J. Welch, who formerly represented the New Brunswick Rubber Co. in Chicago, will handle trade this year for the Goodyear Tire and Rubber Co. (Akron, Ohio), in the territory west of Pittsburgh, except Chicago.

=Captain Willard L. Candee, manager of The Okonite Co., Limited (New York), accompanied by Mrs. Candee, sailed for London during the past month, and their return is now about due.

=The Okonite Co., Limited, advise THE INDIA RUBBER WORLD that they suffered no loss or inconvenience from the recent fire in the Postal Telegraph building, in New York, certain newspaper reports to the contrary notwithstanding. The fire was confined to the floors above them.

=Suit has been brought at Akron, Ohio, against John McGregor and L. C. Miles for the possession of a block of stock (one seventh of \$60,000) in The India Rubber Co., issued to McGregor and assigned by him to Miles, on the allegation that the stock was never paid for, that the assignment was void, and that the stock belongs to the company.

=The Whitman & Barnes Manufacturing Co. and the Diamond Rubber Co., both of Akron, Ohio, have added to their machinery equipment the Crossly automatic jar ring cutters.

=The Empire Rubber Manufacturing Co. (Trenton, N. J.) are adding to their already large mechanical equipment some new grinders built by William R. Thropp, of Trenton.

=The Crescent Belting and Packing Co. (Trenton, N. J.) have put in their own reclaiming plant, which is said to be complete in every way, the stock being handled in the various processes by automatic machinery, with hardly any manual labor.

=C. Howard Murray (Trenton, N. J.), who has built up quite a trade on high grade rubber substitutes, is authority for the statement that one reason for the cheapness of corn oil substitutes is the amount of sulphur that it takes to oxydize the oil. His claim is that it takes nearly 50 per cent. of sulphur to do this, while for cotton or rape seed oil only about 26 per cent. is necessary.

=A new advertiser in the line of rubber machinery and vulcanizers is welcomed into our pages this month—Thomas F. Stevenson, who has had many years experience in this line, and who has placed machinery for making all kinds of goods in the most important mills in the country. Mr. Stevenson's office will be found in the same building as that in which THE INDIA RUBBER WORLD offices are located.

=That the L. C. Chase Co., manufacturers of Tough Tread tires, in view of the unsatisfactory nature of the general tire business, meditate a radical departure from the old time selling methods, has already been announced. They inform THE INDIA RUBBER WORLD that their plan will be made public shortly after the first of the year. As they were the third largest makers of tires in the United States last year and as they are clear-headed aggressive business men their announcement will be looked for with great interest.

=Almost every rubber store handles a certain number of rubber spittoons and chambers. Indeed, the trade is growing rapidly, and in answer to an inquiry it may be stated that the Metropolitan Rubber Co. (New York) make a specialty of these goods.

=S. M. Evans, of the Picher Lead Co. (Chicago, Ill.), whose goods are becoming so popular in the rubber trade, will after January 1 personally attend to the trade on the Atlantic coast, with headquarters in Philadelphia.

=Seven new boilers have been installed lately at the Millville factory of the Woonsocket Rubber Co.

=The Hammond Buckle Co. have been sued in the superior court at Hartford, Conn., by J. C. Hammond, Jr., who was their general manager at the time of the sale of the company's plant and business to the United States Rubber Co., for \$3559, alleged to be due for unpaid salary and for expenses paid by him and for which he was not reimbursed. The answer denies the allegations and claims that the plaintiff has been fully paid.

=H. O. Canfield (Bridgeport, Conn.) has added a half dozen Boomer & Boschart presses to his already fine equipment for the manufacture of molded specialties.

=The Joseph Stokes Rubber Co. (Trenton, N. J.) have just completed ten up-to-date looms for weaving cotton hose of all sizes. The samples that they have turned out are as pretty as need be, and it is said that large orders have already been placed for the goods.

=Anton C. Eggers, who has taken charge of the druggists' sundries department of the Goodyear's India Rubber Glove Manufacturing Co., spends part of his time at the factory in Naugatuck, and part at the elegant store of the company, No. 505 Broadway, New York. In the basement of this store he has arranged a fine stock of sundries in such shape that they are ready either for inspection by customers or prompt shipment.

=The black that to-day is used in the largest quantities for dry heat rubber goods is an absolutely pure lamp black, known as Cabot's No. 6. It is manufactured by Samuel Cabot, Boston.

=The plant of the Saylor Rubber Co. (Franklin, Mass.) is a substantial building in which there are two 125 horse power boilers and a new 250 horse power engine. The property was used formerly for the manufacture of sugar from beets, has a railroad frontage of about 1800 feet, is well supplied with water, and in every way is well situated for the work. The work of reclaiming rubber has been begun.

=A. M. Stickney, president of the Wellman Sole Cutting Machine Co. (Medford, Mass.), is in Europe, visiting rubber mills and helping to equip them with American machinery. As an expert in mechanical lines Mr. Stickney is wonderfully fitted for this work, and he has been very successful in it.

=A very handsome lithograph in colors of the magnificent plant of Russian-American Rubber Co. (St. Petersburg, Russia) was recently received by the Editor of THE INDIA RUBBER WORLD. One has only to see the illustration of the massive three and four story brick buildings to realize what all visitors have claimed, that this is the largest rubber factory in the world.

=Loab Brothers, who advertise on another page for American rubber goods, have excellent connections in Barcelona, Frankfort, and Paris, and are enthusiastic over the growing market over there for rubber goods made in this country.

=The Kokomo Rubber Co. (Kokomo, Ind.) are sending out postal cards to the trade, calling attention to their Kokomo "Defender Special" tire for 1899, and offering to supply electrotypes free.

=A selling company that will interest all users of sheetings, drills, etc., is the James Freeman Brown Co., with a New York office at No. 320 Broadway, and a Boston office at No. 72 Lincoln street. Mr. Brown is so well known in the trade that the mere announcement of his being in business for himself will doubtless be sufficient to turn much trade his way. The New England branch of the business is managed by Mr. Edmund D. Hewins, who has scored a decided success among New England rubber manufacturers. The New York end will be looked after by Mr. Brown in person.

=The Union Rubber Works (Boston), manufacturers of mackintoshes, are about putting up a plant to do their own proofing.

=Willis A. Darling, selling agent of the Boston Woven Hose and Rubber Co., after spending some time in Chicago straightening out the affairs of the company there, is in Boston again, his work in the west having been remarkably successful.

=The little metal pistol with a rubber bulb for a magazine, known as the "Son of a Gun," manufactured by Parker, Stearns & Sutton (New York), is said to have been used by a lady in a New England village to effectively bluff an ugly tramp and drive him from the premises.

=Albert T. Holt, superintendent of the Victor Rubber Tire Co. (Springfield, Ohio), was a recent visitor to New York. He reports their plant as fully completed and running successfully.

=The Newark Saddlery Co. (Newark, N. J.) are out with a pneumatic horse boot, which is having a large sale.

=A recent visitor to London reports having seen the little rubber article known as the "Baby's Delight," manufactured by the Davol Rubber Co. (Providence, R. I.), in the show windows of many British drugstores.

=A package of leaves of the so-called rubber plants indigenous to South Florida, together with photographs of growing plants, has been presented to the Editor of THE INDIA RUBBER WORLD by Major J. Orton Kirby, who is studying the possibility of rubber culture in that section.

=The Byfield Rubber Co. (Providence, R. I.) have secured new offices in the handsome Fuller building, near the Union station. The company, by the way, are busier than ever and are said to be meditating a still further enlargement of their plant.

=E. E. Buckleton, general manager of the Joseph Stokes Rubber Co. (Trenton, N. J.), has just returned from a successful trip to the Pacific coast, and may be found at the new factory offices at Trenton.

=A box containing a full assortment of pencils and erasers, with the compliments of the season from the manufacturers, the Joseph Dixon Crucible Co. (Jersey City, N. J.), made a most acceptable holiday present to THE INDIA RUBBER WORLD office.

=The New York Belting and Packing Co., Limited, have arranged with A. G. Spalding & Bros., Nos. 147-149 Wabash avenue, Chicago, to act as distributing agents to the trade in the west and middle west of their "League" tires. They will be represented in New England by George F. Kehew & Co., No. 129 Pearl street, Boston. The trade with bicycle manufacturers will be handled, as hitherto, from the New York office.

=The Overman Wheel Co. (Chicopee Falls, Mass.) have adopted the improved tire mold and vulcanizer manufactured by the Atlantic Rubber Co. The Overman company are very busy, with tire work enough to keep them running full until next July.

=S. R. Brown (Wappinger's Falls, N. Y.) has some grinders, presses, and other rubber machinery, which he wants to sell and on which he offers the Editor of THE INDIA RUBBER WORLD a 10 per cent. commission. While the Editor, like most literary men, is far from wealthy, he feels that he cannot accept commissions, and believes that if Mr. Brown will offer that 10 per cent. off to the many seekers after rubber machinery, he will no doubt effect a sale.

=An inquiry comes, asking for information as to the make-up of the new rubber boot and shoe company, at Trenton, N. J., and we must confess our ignorance regarding it.

=The Manufacturers' Advertising Bureau enters upon its twentieth year of successful work with the beginning of the new year. Manufacturers who do any advertising at all should send for the booklet, "Advertising for Profit," which is distributed for the asking, addressing the company at No. 126 Liberty street, New York.

=John Royle & Sons, manufacturers of rubber machinery (Paterson, N. J.), have sent to their patrons a handsomely bound diary and calendar for 1899 and 1900, including printed items of information likely to prove of daily interest to business men. It is labeled "Profits in Business."

=The National Cement and Rubber Co. (Toledo, Ohio) have extended their business so successfully that their secretary and treasurer, E. P. Hubbell, has resigned his position as assistant cashier of the Second National Bank of that city, in order to give his whole time to the company.

=W. W. Green, No. 43 South Clinton street, Chicago, advises THE INDIA RUBBER WORLD that a patent has been granted for his puncture clamp, for bicycle tires, described in this paper December 1.

#### ANOTHER NEW RUBBER COMPANY.

The Eastern Rubber Co., incorporated under the laws of Maine, November 16, have purchased from H. P. Emerson, of Lynn, Mass., the old Metropolitan Rubber Works plant at Reading, Mass., and advise THE INDIA RUBBER WORLD that they will start soon on "a small variety of mechanical rubber goods." They have organized with George M. McCallar, of Boston, president; John O. Thorpe, of Chelsea, vice-president; and Daniel C. McCallar, of Cambridge, treasurer. Mr. Thorpe will be superintendent of the factory. He comes from England, in which country he was connected with the rubber industry, as he has been also in France and Hungary. More recently, together with D. C. McCallar, he has been in the employ of the Revere Rubber Co. From another source it is learned that the new factory will produce packing, tubing, springs, valves, and carriage tires.

#### THE HOUSE OF HODGMAN.

THE splendid business done by the Hodgman Rubber Co. during 1898 is an eloquent commentary on what can be done by hard work and concentration, even in the face of adversity. Less than a year ago things looked badly for this old and honored house. The Hodgmans—father, son, brother, and nephews—took hold as one man and have literally wrested victory from defeat. The war, with its large contract for rubber blankets, gave them a rare lift to be sure, but it is not rash to venture the belief that they would have come out victorious anyway. Here's to another half century of prosperity and honor for the Hodgman name.

#### AN ADDITION TO THE BYFIELD.

THE Byfield Rubber Co. have lately added to their plant at Bristol, R. I., a two story building 40 X 50, making their main building 150 feet long. The completion of the structure was celebrated by a dance and supper for the employees of the company, some two hundred in number. The growth of this company and its success in rubber footwear is really marvelous. Although new in the field, they are turning out over 3000 pairs of shoes a day, and have a weekly pay roll of \$1500. Certainly both President Smith and Superintendent McCarthy deserve a deal of credit.

#### ADDITIONS TO THE LYCOMING FACTORY.

THE LYCOMING RUBBER CO. (Williamsport, Pa.) advise THE INDIA RUBBER WORLD: "We expect to make, and in fact we are now making, improvements to our plant. We will lengthen out one building 117 feet and build a new one 70 feet and three stories high. We will generally improve our power by adding three new boilers and replacing the engine with a much larger one, and generally improve the plant." From another source the information is gained that the Lycoming plant has been equipped with fire sprinklers, a 125,000 gallon water tank is nearly finished, and a 1000 gallon underwriters' pump has been installed. About 500 hands are employed and an increase is proposed after the improvements have been made.

#### THE MISHAWAKA PLANT NOT SOLD.

REGARDING the reported sale of the rubber boot plant of the Mishawaka Woolen Manufacturing Co. (Mishawaka, Ind.), it is understood that, while there were some negotiations at one time, they never reached a practical basis. Consequently they came to a speedy end, without any agreement whatever having been reached. The Mishawaka company, who long have been large producers of wool boots, have done an exceptionally good business in rubber "overs" since Emmett A. Saunders joined them two years and added a rubber plant to the factory.

#### STILL AFTER MAGOWAN'S PROPERTY.

SUIT has been brought in the court of chancery at Trenton, N. J., by John Evans Clancey to secure possession of 1048 shares of stock in the Empire Rubber Manufacturing Co., owned formerly by Frank A. Magowan. Clancey some time ago was appointed receiver of this stock, as a result of discovery proceedings brought by Reimers & Meyer (New York). The shares in question were hypothecated by Magowan with William H. Skirm, to secure loans, and were bought by Skirm on June 3, 1897, at sheriff's sale, based upon Magowan's confession of judgment. In his capacity of receiver Clancey sues to have the above sale declared null, on the ground that the loan was usurious, and the confession of judgment a part of a scheme by Skirm and Magowan to defraud the latter's creditors. A new sale is prayed for, all other claims against the shares in question to be subject to the prior lien of Reimers & Meyer.

#### TIRES AT THE MADISON SQUARE SHOW.

SPACES have been retained for the Madison Square Garden cycle show, New York, to be held January 21-28, by the Boston Woven Hose and Rubber Co., The B. F. Goodrich Co., the Hartford Rubber Works Co., the National India Rubber Co., and the Straus Tire Co., in addition to the bicycle and sundries manufacturers. Neither this show nor that at Chicago this season is countenanced authoritatively by the cycle trade, which accounts for a smaller list of exhibitors of both bicycles and tires than took part in the great cycle shows of former years. Many concerns who were formerly active at these shows have made public this season opinions unfavorable to such means for the promotion of trade.

## BOSTON BELTING CO.'S ANNUAL MEETING.

THE annual meeting of this company was held on December 5. The board of directors and officers were reelected by a majority vote, representing 5432 votes. The directors are: William S. Eaton (president), James Bennett Forsyth, George A. Miner, James Pierce, J. H. D. Smith (treasurer), George Whitney, and George H. Forsyth. Clerk: Edward Upham. Auditors: Thomas Lang and Thomas Lang, Jr. The directors have declared dividend No. 117, their regular quarterly disbursement of 2 per cent., payable December 31. The company were shown to be in a prosperous condition, from the reports submitted.

## STILL ANOTHER FACTORY AT TRENTON.

THE Modern Rubber Manufacturing Co. (Trenton, N. J.) incorporated lately to manufacture a general line of mechanical goods, have organized with Joseph H. Magowan, president; L. C. Dickinson, treasurer; John T. Magowan, secretary; and Allan Magowan, superintendent. They expect to be in operation within a month. The factory buildings, though not large, are neat and well designed and are situated on the line of the Pennsylvania railroad near the factories of the Trenton Rubber Manufacturing Co. The equipment of rubber machinery consists of a washer, cracker, two grinders, a three-roll calender, a 50-foot vulcanizer, and a hydraulic press. Their superintendent has been in the rubber industry for about fifty years.

## SELLING DIRECT TO RETAILERS.

THE section of the rubber trade interested in baseball, athletic, and sporting goods will be interested in the announcement by A. G. Spalding & Bros. (New York and Chicago) that their trade-marked goods will be sold hereafter direct to dealers, instead of through jobbers. The reason given is that hitherto some jobbers have handled such goods as "leaders," selling them at cut prices which demoralized the trade and proved injurious to the business of retailers handling the same goods.

## PERSONAL MENTION.

COLONEL HARRY E. CONVERSE, of the Boston Rubber Shoe Co., has purchased a country estate on Buzzard's Bay, embracing sixty-five acres, described as a most attractive property. Colonel Converse, by the way, will be a more frequent visitor to New York, now that he is a director in the United States Rubber Co., succeeding Mr. George A. Lewis, resigned.

=Mr. W. T. Stevens, of the rubber shoe house of Charles A. Coe & Co., Boston, and Miss Angie Walker, of Cambridge, Mass., were married on November 9.

=Mr. Addison F. Roberts, New York city salesman for the Home Rubber Co. (Trenton, N. J.), was recently married to Miss Fleur Bayaud Lovejoy. The happy couple went south on their wedding trip.

=Mr. W. N. Lockwood, treasurer of the Davidson Rubber Co. (Boston), who was so seriously ill with typhoid fever that he was absent from business for six months, is now back at the Boston office, much to the satisfaction of a host of friends.

=The founder of the Farrel Foundry and Machine Co. (Ansonia, Conn.), whose reputation for high grade rubber machinery is so widespread, recently gave his daughter in marriage to a man who was so thoroughly suitable that his expression of contempt took the form of three checks, one for \$150,000, one for \$250,000, and one for \$20,000, the last to be spent on the wedding journey.

=The home of Mr. Charles R. Flint, in New York city, has of late been quite a gathering place for rubber manufacturers. To the curious outsider everyone who calls there joins the "Trust," but it is nevertheless the fact that rumor is often untrustworthy and that there are still several on the outside.

=Mr. A. J. Gordon, who for many years has handled the foreign business of the Boston Rubber Shoe Co., with headquarters in London, is visiting relatives in Newton, Mass.

=When Mr. R. D. Evans retired finally from the United States Rubber Co., selling all of his stock, he remembered three of his lieutenants in a very substantial manner. To each of them he wrote a most appreciative letter, enclosing a check for \$5000 in testimony of their worth. It was his desire that this be kept quiet, and the matter has only recently become known, even to intimate friends of the fortunate individuals.

=Mr. Arthur W. Stedman, of the firm of George A. Alden & Co. (Boston), has been elected a director in the Massachusetts National Bank, the oldest bank in Boston.

=Mr. C. E. Van Derveer, of Indianapolis, Ind., who represents in that territory the Chicago Rubber Clothing Co., was a recent caller at the office of THE INDIA RUBBER WORLD.

=Mr. H. J. Doughty, president, and Mr. F. N. White, treasurer, of the Atlantic Rubber Co. (Providence, R. I.), are both in Europe, and expect to return about the first of February.

## FORTY-SEVEN YEARS OF SERVICE.

THE cashier of the Boston Belting Co., Mr. Edward Upham, who entered the employ of the company in 1853, on his last birthday received a gold headed cane, accompanied by the following letter from the officers of the company:

DEAR MR. UPHAM: You have succeeded in reaching a point in life so far beyond the allotted three score years and ten, that your friends connected with the Boston Belting Co. do not think it proper to allow your eightieth birthday to pass unnoticed, or unmarked by some token of the high esteem in which you are held by them. We, therefore, take pleasure in presenting you with this gold headed cane. This selection has not been made because the steps of your advancing years indicate the need of any additional support, but it seems appropriate that our regard and affection for you should find expression in the form of a staff upon which you may lean as heavily as you desire with a feeling of confidence that it will ever uphold you. That you may take as much pleasure in the carrying of this cane as the donors do in its presentation, and that you may live to enjoy good health and many more happy and pleasant birthdays is the wish of—Yours sincerely,

THE BOSTON BELTING CO.

## NEW INCORPORATIONS.

THE United States Mackintosh Co. (Setauket, L. I.) under New York laws; capital, \$80,000. Directors: Thomas N. Bayles, Stony Point; B. F. Jayne and L. W. Elberson, New York city; Edward Ridgway and Joseph W. Elberson, Setauket.

=Elastic Tip Co., under Maine laws; authorized capital, \$500,000; paid in, \$600. Incorporators: Fred. Hale, Portland, Me.; Edward R. Milliken, Deering, Me. This is a reorganization of the Elastic Tip Co. (Boston), who assigned on May 14. They did a large business in bicycle supplies and rubber sundries, having agencies in Chicago and San Francisco, and in foreign countries. The business was started a good many years ago by P. W. Pratt, and was incorporated in Massachusetts, the capital being increased gradually to \$300,000. It is reported that there will be no change in the management, that the old traveling men will be retained, and that a catalogue for 1899 will soon be out. The old company's interest in the Chicago branch—known as the Manufacturers' Agents and Supply Co.—has been bought by the parties effecting the reorganization.

=The Utah Rubber and Manufacturing Co. (Salt Lake City), under Utah laws; capital, \$3000. A. G. Wigglesworth, president; A. M. Bentley, vice-president; L. Bentley, treasurer; F. A. Utter, secretary. The nature of their proposed business is not reported.

JANUARY 1, 1899.]

## THE INDIA RUBBER WORLD

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## ANOTHER RUBBER FACTORY IN OHIO.

**T**HE Victor Rubber Tire Co., who have long been marketing a vehicle tire known as the "Victor," and one by the way that has given excellent satisfaction the world over, have just completed a plant for the manufacture of their own rubber goods. While their main office is at Springfield, Ohio, the new works are situated about six miles out of the city, at Tecumseh. The present factory consists of a story and a half building of brick, 58 X 150 ft. in dimensions, and is used solely

for the manufacture of tires. In the spring a second building, also of brick, three stories in height and 50 X 150 ft., will be erected, where a general line of mechanical goods will be manufactured. The present plant is equipped with a 450 h. p. Hamilton-Corliss engine, washers, grinders, calenders, vulcanizers, etc., and is running up to the limit on "Victor" tires. The Victor Rubber Tire Co. was recently incorporated with a capital of \$100,000, its officers being J. S. Harshman, Pres't. and Treas.; John G. Webb, Vice-Pres't. and Sec'y; Albert T. Holt, Gen'l Superintendent.

## REVIEW OF THE CRUDE RUBBER MARKET.

New York, December 31, 1898.

**T**HE course of the market during the month has been steadily upward, though perhaps it may be said that the major part of the advance recorded in our table of quotations was made during the latter half of the month. The demand for crude rubber has been exceptionally strong for the season, since December is considered usually a dull month for manufacturers. It will be noticed that the advance applies to all the grades in the market.

The extent of the Pará output for this season is still a problem. The total arrivals in that market for the month of December were 3100 tons in 1897, 2930 tons in 1896, and 2600 tons in 1895. The arrivals for December this year were variously estimated in advance by different houses, as high as 3000 tons, whereas the figures, up to Christmas, had actually reached only 1970 tons. By this time, however, several hundred tons more, from the upper rivers, have reached Pará. This shortage has been attributed all along to the known fact of the unusually low stage of water on the upper tributaries of the Amazon. Early in the season the Purús and Javary rivers started with a heavier production than usual, followed by the same decline that has been shown in the case of the other streams. All the while the hope has been entertained that the work of rubber gathering has been proceeding upstream at a normal rate, if not better, producing supplies certain to come into market later. But the theory is now advanced, by at least one Pará house, that the drought—unprecedented at this season—will be found to have had the result of lessening the flow of sap in the rubber trees, and, consequently, reducing the production of rubber. While this view does not appear to be entertained generally as yet, it is worth noting in this connection that the production of rubber has always been confined to the lowlands along the rivers, although the rubber trees are as abundant on the higher lands. The trees along the streams are more accessible, to be sure, but all the testimony yet obtained is to the effect that the same species of trees in the interior are not so productive of rubber. It may prove true, therefore, that even trees on the river banks may yield less than usual in an exceptionally dry season, in which event, even after the rivers become navigable again, it may be found that less than a normal crop has been gathered. While the receipts of Up-river rubber have been hindered by the drought, reports are now coming in of excessive rains in the Islands districts, interfering with the gathering of rubber there.

Advices from an exporting house at Pará state: "The great possibility of short receipts during the coming month or two has seriously occupied the attention of shippers of late, and the opinion seems to be gaining ground that there are well founded reasons for expecting stringency, particularly in consequence of the low state of various rivers, which has impeded navigation,

and of an unusually prolonged drought, which has interfered with the productiveness of the rubber trees. Buying, therefore, has shown renewed vigor, being particularly noticeable in Islands kinds, the entries of which have been comparatively liberal, while arrivals of Upriver have continued on a small scale."

A recent circular from Liverpool quotes cable advices from Pará of short receipts of rubber and increased demand for American account, which have given the market an impetus. "Our candid opinion is," the circular runs, "taking these facts into consideration, that we shall see considerably increased quotations this year." The circular notes that when a quieter tone has prevailed, buyers have come forward so freely that prices have quickly stiffened again, sellers persisting in holding out for increased values.

Some light is thrown upon the rate of consumption of India-rubber in this country, during the present as compared with former years, by the following comparative statement of imports from January 1 to October 31 in each year, made by the treasury department:

	1896.	1897.	1898.
Pounds.....	\$28,204,944	\$33,594,619	\$44,737,049
Value.....	\$11,674,362	\$16,551,617	\$20,227,140

The figures show, also, a very important increase in the cost. They relate to the declared value at the exporting points, the cost at the factory being of course much larger. These statistics include Gutta-percha as well, amounting to a slight percentage of the whole.

The latest quotations in the New York market are:

AFRICAN.
Islands, fine, new.....93 @94
Islands, fine, old.....96 @97
Islands, coarse, new.....67 @68
Islands, coarse, old... none here
Upriver, fine, new....97 @98
Upriver, fine, old....99 @100
Upriver, coarse, new....87 @88
Upriver, coarse, old... none here
Caucho(Peruvian)sheet 69 @70
Caucho(Peruvian)strip 71 @72
Caucho (Peruvian)balls 5 @84
CENTRALS.
EsmERALDA, sausage....77 @77½
Guayaquil, strip....65 @70
Nicaragua, scrap ... 75 @76
Mangabeira, sheet....57 @58
EAST INDIAN.
Assam.....84
Borneo.....40 @54
Late Pará cables quote:
Per Kilo.
Islands, fine .....
Islands, coarse .....
Exchange 7½d.

GUTTA-PERCHA.
Fine grade..... 1.50
Medium..... 1.30
Hard white..... 1.00
Lower sorts..... 50
Balata.....
Per Kilo.
Upriver, fine..... 10\$750
Upriver, coarse..... 8\$050
Exchange 7½d.

## STATISTICS OF PARA RUBBER.

FOLLOWING is a comparison for corresponding periods of three years, the figures denoting tons of 1000 kilograms:

	NEW YORK.					
	Fine and Medium.	Coarse.	Total.	Total.	Total.	
Stocks, October 31.....	148	3 = 151	285	375		
Arrivals, November.....	746	352 = 1089	1366	910		
Aggregating.....	894	355 = 1249	1651	1285		
Deliveries, November.....	688	339 = 1027	1297	941		
Stocks, November 30...	206	16 = 222	354	344		

	PARÁ.			ENGLAND.		
	1898.	1897.	1896.	1898.	1897.	1896.
Stocks, October 31....	320	693	250	855	420	845
Arrivals, November....	2470	2700	2330	1060	535	1145
Aggregating.....	2790	3393	2580	1915	955	1990
Deliveries, November....	2485	2579	2250	1000	535	850
Stocks, Nov. 30...	305	814	330	915	430	1140

World's supply, Nov. 30 (excluding Cauchó) .. 2661 2800 2048  
Park receipts, July 1 to November 30 ..... 8630 8340 8160  
Afloat from Pará, November 30 ..... 1219 .... ....

In regard to the financial situation, Albert B. Beers (broker in India rubber and commercial paper, No. 58 William street, New York) advises us as follows:

"The same conditions have ruled through December, as reported for November, in regard to commercial paper, viz.: a good general demand, with rubber paper ruling at 3½ @ 4 per cent. for the best double and single names, and 5 @ 6 per cent. for concerns smaller and not so well known."

## THE ANTWERP RUBBER MARKET.

TO THE EDITOR OF THE INDIA RUBBER WORLD: The inscription of December 6 had the expected favorable result, as nearly the whole quantity offered found buyers at about the valuations. There were exposed:

200,000 kilos Congo rubber, of which 104,000 were sold (in part after the inscription).

23,000 kilos sundry sorts, of which 8000 were sold.

Some of the prices paid were:

	Francs per kilo.
35,856 kilos Upper Congo (Lopori).....	9 50
74,408 kilos Upper Congo (Mongalla).....	7.90 @ 8.30
2,060 kilos Upper Congo (Aruwimi).....	8.30
9,685 kilos Upper Congo (Uellé).....	9 10
1,706 kilos Upper Congo (Sankuru).....	9 02½
12,325 kilos Upper Congo (Bangui).....	7.35
1,216 kilos Upper Congo (Bokola).....	7.10
11,340 kilos Upper Congo ball.....	8.65 @ 9.05
12,385 kilos Lower Congo, thimbles, red.....	5.72½
840 kilos Lower Congo, thimbles, black.....	5 65
2,767 kilos Congo (Kassai) red.....	9.82½

Our actual stock amounts to about 70,000 kilograms, to which is to be added the cargo of the steamer *Albertville*, expected to-morrow, and amounting to about 202½ tons, including Mongalla, 42,000 kilos; Lopori, 6000; Wamba, 2000; Sundry—Aruwimi, Equateur, Kassai, Uellé, etc., 152,500.

E. KARCHER & CO.

Antwerp, December 13, 1898.

## PARA RUBBER VIA EUROPE.

	POUNDS.
NOV. 23.—By the Teutonic=Liverpool:	
George A. Alden & Co. (Fine).....	72,700
George A. Alden & Co. (Coarse)....	6,400
Crude Rubber Co. (Fine).....	11,000
Crude Rubber Co. (Coarse).....	6,400
Reimers & Meyer (Coarse).....	4,500
A. T. Morse & Co. (Coarse).....	4,000 105,000

NOV. 26.—By the Estruria=Liverpool:

George A. Alden & Co. (Fine).....	22,500
George A. Alden & Co. (Coarse)....	4,200
William Wright & Co. (Coarse)....	9,100
Reimers & Meyer (Fine).....	2,000 37,800

DEC. 3.—By the Campania=Liverpool:

George A. Alden & Co. (Fine).....	6,300
George A. Alden & Co. (Coarse)....	1,900
Crude Rubber Co. (Fine).....	6,000

## ANTWERP RUBBER STATISTICS.

[The figures represent kilograms.]

	1898.	1897.	1896.	1895.	1894.
Stocks, October 31.....	234,651	274,410	121,036	95,210	85,223
Arrivals, November....	211,776	113,105	183,371	70,096	26,898
Aggregating.....	446,427	387,515	304,407	165,306	112,121
Sales in November .....	176,112	204,300	133,755	49,127	78,222
Stocks, November 30 .....	270,315	183,215	170,652	116,179	33,899
Total arrivals since Jan. 1	1,793,722	1,594,274	1,007,892	490,633	243,156
Total sales since Jan. 1	1,617,870	1,550,687	926,094	413,886	205,580

C. SCMD & CO.

## IMPORTS FROM PARA AT NEW YORK.

December 13.—By the steamer *R. F. Matthews*, from Pará :

IMPORTERS.	Fine.	Medium.	Coarse.	Cauchó.	Total.
New York Commercial Co.	260,900	33,600	76,700	3,400	= 364,600
Reimers & Meyer.....	98,900	10,000	78,200	....	= 187,100
Crude Rubber Co. ....	107,100	11,200	43,000	....	= 161,300
Boston Rubber Shoe Co. ....	110,800	6,400	12,400	2,100	= 131,700
Joseph Banigan .....	37,300	3,000	7,200	....	= 47,500
Lawrence Johnson & Co. ....	37,300	2,900	4,200	....	= 44,400
Otto G. Mayer & Co. ....	11,400	3,000	16,700	....	= 31,100
Albert T. Morse & Co. ....	....	....	22,800	....	= 22,800
Peerless Rubber Mfg. Co. ....	....	....	10,200	....	= 10,200
Hagemeyer & Brunn.....	3,000	....	800	....	= 3,800
William Wright & Co. ....	....	....	3,200	....	= 3,200
Total.....	666,700	60,100	275,400	5,500	= 1,007,700

December 16.—By the steamer <i>Grangeuse</i> , from Manáos and Pará :	
New York Commercial Co.	120,300
Crude Rubber Co. ....	101,500
Reimers & Meyer.....	76,000
Lawrence Johnson & Co. ....	59,100
Boston Rubber Shoe Co. ....	40,300
Albert T. Morse & Co. ....	....
Joseph Banigan .....	20,400
Otto G. Mayer & Co. ....	16,000
Peerless Rubber Mfg. Co. ....	....
George G. Cow. ....	3,600
William Wright & Co. ....	....
Total.....	437,200
	46,300 198,600 38,600 = 720,700

December 27.—By the steamer <i>Dominic</i> , from Manáos and Pará :	
New York Commercial Co.	183,800
Crude Rubber Co. ....	131,000
Reimers & Meyer.....	76,700
Otto G. Mayer & Co. ....	47,600
Lawrence Johnson & Co. ....	46,400
Boston Rubber Shoe Co. ....	50,100
Joseph Banigan .....	37,400
Albert T. Morse & Co. ....	....
Ed. Reeks & Co. ....	18,400
Total.....	591,400
	92,700 262,300 7,200 = 953,600
	1898 1897. 1896. 1895.
January Total.....	2,939,200
February Total.....	3,420,800
March Total.....	2,953,000
April Total.....	1,012,000
May Total.....	1,077,200
June Total .....	748,800
July Total.....	351,700
August Total.....	1,072,600
September Total .....	907,800
October Total.....	1,037,000
November Total.....	1,940,500
December Total .....	1,728,400
	2,938,300 2,715,200 3,778,500

[NOTE.—The *Hildebrand* left Pará for New York on December 24, with rubber from Pará and Manáos.]

Crude Rubber Co. (Coarse) .....	2,000
Reimers & Meyer (Coarse) .....	4,600
William Wright & Co. (Coarse) .....	6,000 26,700
DEC. 3.—By the <i>Britannie</i> =Liverpool:	
George A. Alden & Co. (Coarse) .....	17,700
Crude Rubber Co. (Coarse) .....	18,200 35,900
DEC. 12.—By the <i>La Champagne</i> =Havre:	
Reimers & Meyer (Fine) .....	2,000
Reimers & Meyer (Coarse) .....	10,600 12,600

			POUNDS.
Andreas & Co.....	1,500		
A. P. Strout.....	1,500		
H. W. Peabody & Co.....	1,000		
Punderford & Co.....	400	9,900	
DEC. 10.—By the <i>El Monte</i> =New Orleans:			
Albert T. Morse & Co.....	25,400		
Gillespie Bros.....	1,600	27,000	
DEC. 10.—By the <i>Herschel</i> =Santos:			
Thomsen & Co.....	1,000		
Bowring & Archibald.....	500	1,500	
DEC. 12.—By the <i>Umbria</i> =Liverpool:			
Albert T. Morse & Co.....		32,000	
DEC. 12.—By the <i>Finance</i> =Colon:			
Hirzel, Feltman & Co.....	6,116		
G. Amsinck & Co.....	5,768		
Crude Rubber Co.....	1,852		
Lannan & Kemp.....	1,843		
Piza Nephews & Co.....	1,323		
Isaac Brandon & Bros.....	1,266		
W. R. Grace & Co.....	770		
F. Probst & Co.....	765		
Koldan & Van Sickie.....	400		
J. B. Sageman.....	344		
H. W. Peabody & Co.....	200	647	
DEC. 13.—By the <i>R. F. Matthews</i> =Ceará:			
Lawrence Johnson & Co.....		21,000	
DEC. 14.—By the <i>Knickerbocker</i> =New Orleans:			
A. T. Morse & Co.....		6,000	
DEC. 15.—By the <i>Alleghany</i> =Cartagena:			
Kunhardt & Co.....	7,000		
Flint, Eddy & Co.....	2,000		
J. H. Lang.....	2,000		
Roidan & Van Sickie.....	1,700		
Punderford & Co.....	1,000		
G. Amsinck & Co.....	300	14,000	
DEC. 16.—By the <i>Germanic</i> =Liverpool:			
Otto G. Mayer & Co.....		10,400	
DEC. 17.—By the <i>Lucania</i> =Liverpool:			
Reimers & Meyer.....		6,000	
DEC. 19.—By the <i>Palatia</i> =Hamburg:			
Reimers & Meyer.....		22,500	
DEC. 19.—By the <i>British Prince</i> =Santos:			
New York Commercial Co.....	1,200		
Carter Bell & Co.....	1,000		
Reimers & Meyer.....	800	3,000	
DEC. 19.—By the <i>Allatai</i> =Greytown, etc.:			
A. P. Strout.....	9,000		
Andreas & Co.....	3,000		
Flint, Eddy & Co.....	2,000		
G. Amsinck & Co.....	1,500		
Geo. Dreyfus, Havre.....	1,000	16,100	
DEC. 19.—By the <i>Excelsior</i> =New Orleans:			
Lawrence Johnson & Co.....		8,000	
DEC. 21.—By the <i>Hudson</i> =New Orleans:			
A. T. Morse & Co.....	12,000		
A. N. Rotholz.....	1,500	13,500	
DEC. 22.—By the <i>Allianca</i> =Colon:			
G. Amsinck & Co.....	9,129		
Hirzel, Feltman & Co.....	5,900		
Isaac Brandon & Bros.....	4,704		
J. Aparicio & Co.....	4,740		
A. M. Capen Sons.....	4,305		
A. Santos & Co.....	3,040		
Roidan & Van Sickie.....	3,006		
Flint, Eddy & Co.....	2,692		
Eggers & Heinlein.....	1,854		
Mosie Brothers.....	1,478		
Dumarest & Co.....	1,376		
A. P. Strout.....	1,051		
Jacob Balz.....	885		
Thebaud Brothers.....	700		
W. R. Grace & Co.....	685		
Nuess, Hesslein & Co.....	665		
Lannan & Kemp.....	77		
A. N. Rotholz.....	38	46,328	
DEC. 23.—By the <i>Nasmyth</i> =Pernambuco:			
Thomsen & Co.....	14,000		
Herbst Brothers.....	2,500		
Order Landy Bros.....	11,000	27,500	
DEC. 23.—By the <i>El Mar</i> =New Orleans:			
Ellinger Brothers.....		7,500	
A F R I C A N S .			
NOV. 23.—By the <i>Teutonic</i> =Liverpool:			
George A. Alden & Co.....	17,000		
Albert T. Morse & Co.....	28,400		
Crude Rubber Co.....	16,000		
Otto G. Mayer & Co.....	23,700		
Reimers & Meyer.....	8,700		
Livesey & Co.....	5,500	99,300	
NOV. 25.—By the <i>Scotia</i> =Antwerp:			
George A. Alden & Co.....	6,800		
Crude Rubber Co.....	6,700	13,500	
NOV. 26.—By the <i>Bulgaria</i> =Hamburg:			
George A. Alden & Co.....	15,200		
Reimers & Meyer.....	33,300		
Livesey & Co.....	3,200	51,800	
NOV. 26.—By the <i>Etruria</i> =Liverpool:			
George A. Alden & Co.....	17,100		
Crude Rubber Co.....	12,800		
Reimers & Meyer.....	16,000		
Livesey & Co.....	7,900	53,800	
NOV. 28.—By the <i>Maasdam</i> =Rotterdam:			
George A. Alden & Co.....	18,000		
Crude Rubber Co.....	18,000		
Reimers & Meyer.....	2,200		
NOV. 29.—By the <i>Noordland</i> =Antwerp:			
Reimers & Meyer.....			
DEC. 3.—By the <i>Campania</i> =Liverpool:			
Livesey & Co.....	12,000		
Joseph Cantor.....	22,000		
Reimers & Meyer.....	7,200		
Albert T. Morse & Co.....	6,500	47,700	
DEC. 3.—By the <i>Britannia</i> =Liverpool:			
George A. Alden & Co.....	2,700		
Crude Rubber Co.....	2,700		
Otto G. Mayer & Co.....	24,200	29,600	
DEC. 5.—By the <i>Phoenicia</i> =Hamburg:			
George A. Alden & Co.....	21,800		
Crude Rubber Co.....	21,000		
DEC. 5.—By the <i>Augusta Victoria</i> =Genoa:			
George A. Alden & Co.....		2,000	
DEC. 5.—By the <i>Alesia</i> =Marseilles:			
Reimers & Meyer.....		6,000	
DEC. 6.—By the <i>Marquette</i> =London:			
George A. Alden & Co.....	2,400		
Crude Rubber Co.....	2,400		
DEC. 12.—By the <i>Aragonita</i> =Antwerp:			
George A. Alden & Co.....	36,200		
Crude Rubber Co.....	36,300	72,500	
DEC. 8.—By the <i>Majestic</i> =Liverpool:			
George A. Alden & Co.....	35,500		
Reimers & Meyer.....	26,800		
Crude Rubber Co.....	32,900		
Livesey & Co.....	2,200	97,400	
DEC. 12.—By the <i>Umbria</i> =Liverpool:			
George A. Alden & Co.....		17,000	
Crude Rubber Co.....		17,000	
Reimers & Meyer.....		11,000	
Joseph Bangian.....		20,000	
William Wright & Co.....		11,000	76,000
DEC. 16.—By the <i>Germanic</i> =Liverpool:			
George A. Alden & Co.....	1,700		
Crude Rubber Co.....	1,700		
Otto G. Mayer & Co.....	16,000		
Albert T. Morse & Co.....	11,500		
Reimers & Meyer.....		7,800	38,700
DEC. 16.—By the <i>Peninsular</i> =Lisbon:			
George A. Alden & Co.....		37,000	
Crude Rubber Co.....		27,000	
Otto G. Mayer & Co.....		22,500	
Reimers & Meyer.....		27,000	113,500
DEC. 19.—By the <i>Palatia</i> =Hamburg:			
Otto G. Mayer & Co.....		10,000	
Reimers & Meyer.....		1,700	11,700
DEC. 16.—By the <i>Oeumenus</i> =Lisbon:			
George A. Alden & Co.....		42,000	
Reimers & Meyer.....		33,500	
Otto G. Mayer & Co.....		33,000	108,500
DEC. 17.—By the <i>Lucania</i> =Liverpool:			
Reimers & Meyer.....		20,000	
George A. Alden & Co.....		8,100	
Crude Rubber Co.....		10,900	
William Wright & Co.....		32,600	
Albert T. Morse & Co.....		5,600	
Joseph Bangian.....		20,000	
Livesey & Co.....		5,000	101,000
DEC. 19.—By the <i>Statendam</i> =Rotterdam:			
George A. Alden & Co.....		16,000	
Crude Rubber Co.....		16,000	
William Wright & Co.....		5,000	82,000
DEC. 21.—By the <i>Teutonic</i> =Liverpool:			
Albert T. Morse & Co.....		15,000	
Livesey & Co.....		7,500	
William Wright & Co.....		5,000	27,500
E A S T I N D I A N .			
POUNDS.			
DEC. 3.—By the <i>St. Louis</i> =Southampton:			
Reimers & Meyer.....		2,000	
DEC. 6.—By the <i>Indravelli</i> =Singapore:			
George A. Alden & Co. (Pontianak)	130,000		
Reimers & Meyer.....		56,000	
J. W. Greene & Co.....		7,400	193,400
DEC. 11.—By the <i>Menominee</i> =London:			
Otto G. Mayer & Co.....		6,800	
DEC. 17.—By the <i>St. Paul</i> =Southampton:			
Reimers & Meyer.....		15,000	
DEC. 19.—By the <i>America</i> =London:			
George A. Alden & Co.....	3,100		
Crude Rubber Co.....	3,000		
DEC. 19.—By the <i>Meaaba</i> =London:			
Reimers & Meyer.....		17,000	
Otto G. Mayer & Co.....		1,200	18,200

## GUTTA-PERCHA.

	POUNDS.
NOV. 26.—By the <i>Bulgaria</i> =Hamburg:	
George A. Alden & Co. ....	10,000
Robert Soltau & Co. ....	32,000
	42,000
DEC. 6.—By the <i>Port Melbourne</i> =London:	
R. L. Johnston. ....	5,000
Henry H. Smythe. ....	700
5,700	
DEC. 13.—By the <i>Pennsylvania</i> =Hamburg:	
Robert Soltau & Co. ....	3,300
DEC. 14.—By the <i>Menominee</i> =London:	
Robert Soltau & Co. ....	3,100
Lamb Manufacturing Co. ....	2,300
Henry H. Smythe. ....	1,300
6,700	
DEC. 19.—By the <i>America</i> =London:	
Robert Soltau & Co. ....	10,000
DEC. 17.—By the <i>Werkendam</i> =Rotterdam:	
Lamb Manufacturing Co. ....	2,500

## BALATA.

	POUNDS.
Nov. 29.—By the <i>Irrawaddy</i> =Trinidad:	
Flint, Eddy & Co. ....	2,000

## RECAPITULATION.

	TOTALS OF ALL GRADES.
	1898. 1897. 1896.
January	4,818,335 2,068,182 3,825,537
February	6,196,944 4,710,450 2,823,537
March	4,645,724 3,563,557 4,194,224
April	3,096,200 3,180,465 3,971,311
May	3,403,140 3,141,555 3,171,726
June	2,578,069 1,833,913 1,280,587
July	2,722,904 2,610,921 1,306,244
August	3,128,743 3,142,157 1,659,815
September	3,016,163 3,406,814 1,976,803
October	2,832,578 2,958,528 2,463,164
November	4,828,017 2,880,139 4,056,825
December	4,805,785 3,226,049 4,905,083

## CUSTOM-HOUSE FIGURES.

## PORT OF NEW YORK—NOVEMBER.

	POUNDS.	VALUE.
Imports:		
India-rubber.....	4,011,263	\$2,388,482
Gutta-percha.....	65,191	40,208
Jelatong (Pontianak) .....	942,119	29,667
Total.....	8,018,573	\$2,408,657
Exports:		
India-rubber.....	58,004	\$13,716
Reclaimed rubber.....	94,475	10,277

[NOTE.—The average price of India-rubber imported was 58 cents per pound; in October, 58 cents; in September, 60 cents; in August, 64 cents; in July, 60 cent; in June, 56 cents; in May, 60 cents; in April, 58 cents; in March, 54 cents; in February, 57 cents; in January, 53 cents.]

## BOSTON ARRIVALS.

	POUNDS.
NOV. 2.—By the <i>Oriel</i> =London:	
George A. Alden & Co.—Africans.....	636
NOV. 3.—By the <i>Sagamore</i> =Liverpool:	
George A. Alden & Co.—Africans.....	11,096
Reimers & Meyer—Caucho.....	1,822
NOV. 9.—By the <i>Cambroman</i> =Liverpool:	
Livesey & Co.—Africans.....	1,978
Reimers & Meyer—Africans.....	26,000
Reimers & Meyer—Centrals.....	11,757
NOV. 10.—By the <i>Lancastrian</i> =Liverpool:	
Reimers & Meyer—Africans.....	22,950
NOV. 16.—By the <i>Michigan</i> =Liverpool:	
Livesey & Co.—Africans.....	2,348
Reimers & Meyer—Africans.....	94,943
[Including 74,943 pounds Almedina.]	

NOV. 18.—By the *Columbian*=London:

Reimers & Meyer—Africans .....	10,177
NOV. 18.—By the <i>Sylvania</i> =Liverpool:	
Reimers & Meyer—Pará (fine) .....	50,661
NOV. 21.—By the <i>Canada</i> =Liverpool:	
Reimers & Meyer—Pará (coarse) .....	44,949
Boston Rubber Shoe Co.—Pará (coarse) .....	44,389
NOV. 21.—By the <i>Anglia</i> =London:	
Reimers & Meyer—African.....	14,508

NOV. 23.—By the *Kansas*=Liverpool:

Reimers & Meyer—Africans .....	7,666
Livesey & Co.—Africans .....	3,319
George A. Alden & Co.—Africans .....	2,048
NOV. 29.—By the <i>Philadelphian</i> =Liverpool:	
Reimers & Meyer—Africans .....	11,940

NOV. 29.—By the *Sachem*=Liverpool:

Geo. A. Alden & Co.—Pará (coarse) .....	14,286
Reimers & Meyer—Africans .....	8,036

	POUNDS. VALUE.
Total at Boston for November.....	833,934 \$216,839
Total since January 1.....	1,326,357 749,572

## GUTTA-PERCHA.

	POUNDS.
NOV. 2.—By the <i>Oriel</i> =London:	
Geo. A. Alden & Co. ....	735

## NEW ORLEANS.

	POUNDS. VALUE.
From Nicaragua .....	43,904 \$27,311

## NOVEMBER EXPORTS OF INDIA-RUBBER FROM PARA.

[NOTE.—The figures denote weights in Kilograms.]

EXPORTERS.	UNITED STATES.					EUROPE.					TOTAL.
	FINE.	MEDIUM.	COARSE.	CAUCHO.	TOTAL.	FINE.	MEDIUM.	COARSE.	CAUCHO.	TOTAL.	
Pusinelli, Prusse & Co. ....	201,663	15,452	104,860	6,443	328,418	150,110	9,350	19,400	—	178,860	507,278
Adelbert H. Alden .....	238,021	33,544	59,000	3,243	333,808	93,500	7,650	35,020	—	136,170	460,978
La Rocque da Costa & Co. ....	93,946	10,088	64,211	—	168,245	56,902	5,335	39,198	9,224	110,659	278,904
The Sears Pará Rubber Co. ....	104,046	9,390	43,690	451	157,577	8,526	2,898	4,853	—	16,277	173,854
Rudolf Zietz .....	15,810	2,835	14,508	—	33,153	76,411	5,503	34,742	—	116,656	149,809
Denis Crouan & Co. ....	—	—	7,880	—	7,880	30,260	2,040	23,120	—	55,420	63,300
H. A. Astlett .....	17,510	1,090	5,836	—	24,436	—	—	—	—	—	24,436
Kanthack & Co. ....	—	—	—	—	—	—	—	—	22,720	22,720	22,720
R. Suarez .....	—	—	—	—	—	18,452	2,627	575	—	21,054	21,054
Velhote, Silva & Co. ....	—	—	—	—	—	6,460	340	9,600	—	16,400	16,400
Singlehurst, Brocklehurst & Co. ....	—	—	—	—	—	6,239	1,478	960	—	8,677	8,677
B. A. Antunes & Co. ....	4,080	170	840	—	5,090	—	—	—	—	5,090	5,090
Pires, Teixeira & Co. ....	1,402	—	417	—	1,819	—	—	—	—	—	1,819
Direct from Iquitos .....	—	—	—	—	—	81,197	4,612	43,687	16,312	145,808	145,808
Direct from Manáos .....	90,392	14,319	30,368	418	135,497	275,696	66,006	50,654	4,634	390,990	532,487
Total for November.....	766,870	86,888	331,610	10,555	1,195,923	803,753	107,839	284,529	30,170	1,226,291	2,422,214

## MOVEMENT OF THE ANTWERP RUBBER MARKET.

[NOTE.—The figures denote weights in Kilograms.]

Details.	1898.	1897.	1896.	1895.	1894.	1893.
STOCKS, January 1 .....	94,463	139,628	88,854	39,432	5,189	3,878
ARRIVALS, 1st Quarter .....	487,844	318,783	155,215	103,003	21,988	45,024
2d Quarter .....	378,211	430,099	168,852	110,607	50,129	25,036
3d Quarter .....	549,424	566,903	315,705	106,299	109,811	35,786
4th Quarter (about) .....	580,000*	363,369	476,113	211,075	92,062	81,350
	1,905,479	1,679,154	1,115,875	531,074	274,580	167,196
	2,089,942	1,818,782	1,207,729	570,506	282,769	171,074
SALES, 1st Quarter .....	403,743	339,401	190,063	100,253	22,906	20,141
2d Quarter .....	431,110	380,931	171,853	95,216	20,803	26,482
3d Quarter .....	448,205	477,732	311,542	126,924	72,916	39,633
4th Quarter (about) .....	530,000*	526,255	391,643	159,259	126,712	76,609
STOCKS,						

TRUST EXTRA.



PUBLICATION OFFICES: 120-122 LIBERTY STREET, NEW YORK.  
222-225, STRAND, W. C. LONDON.

VOL. XIX.

JANUARY 9, 1899.

No. 4

## Shall the Press be Throttled?

Information of the highest practical importance to Bankers who have been asked to underwrite the Rubber Trust, to Manufacturers who have been asked to join, to Investors who may be asked to buy the shares, and especially to all Editors and Publishers who value Good Name and a Free Press.

THE LORD CHIEF JUSTICE OF ENGLAND

*COMMENTING ON THE HOOLEY DISCLOSURES.*

The first object ought to be to insure, so far as practicable, that the public should be afforded all such information as would affect the reasonable judgment of a man in determining whether he would or would not invest in a particular concern; and the next object ought to be that all holding fiduciary or quasi-fiduciary positions should be bound to disclose fully and clearly any interest which they possess differing from the interests of the other shareholders—in other words, that the transactions should be open and above board, and all the parties dealing on equal terms.

## TO WHOM IT MAY CONCERN:

The substance of what follows is this :

On Friday afternoon, December 30th, at 3 o'clock, the Promoters of the Rubber Trust charged the Publishers of THE INDIA RUBBER WORLD with an attempt to extort money from them—the charge being based on evidence secured through a hidden stenographer ! But they were prudent enough to say that they did not believe we were aware of having committed that crime. No arrests !

On Saturday morning, December 31st, at 9:30, there came to our offices an intermediary whose avowed object was to patch up a peace. He was told that we must insist upon the unqualified withdrawal, in writing, of the infamous charge. No arrests !

Sunday and Monday, January 1st and 2d, were holidays.

On the morning of Tuesday, January 3d, at 9:15 o'clock, the friendly intermediary again appeared at our offices, to say that the charge would not be withdrawn, but we would certainly never be prosecuted if we would publish articles in THE INDIA RUBBER WORLD favorable' to the Trust. To encourage us to adopt that policy, he left an order for advertising in THE INDIA RUBBER WORLD amounting to \$600. Later in the day he left another order amounting to \$1,200 ; we received through the mail a third order increasing a half-page advertisement to a full page; he gave us assurance of many more orders of like character and kind ; and promised to send us an article which he asked that we publish in the interest of the Trust. No arrests !

On Wednesday, January 4th, the promised article came duly to hand. No arrests !

On Thursday, January 5th, no developments. No arrests !

On Friday, January 6th, the orders for advertising were declined, because they had been given in the hope that our editorial policy would be favorable to the Trust. No arrests !

Saturday, January 7th, THE INDIA RUBBER WORLD for January was published, and it contained all the alleged libelous articles upon which the Promoters had based their charge of attempted extortion. No arrests !

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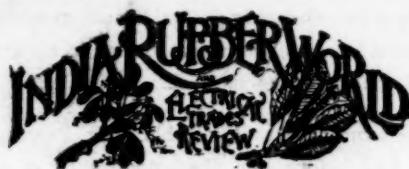
It is a waiting game ! But the publishers of THE INDIA RUBBER WORLD will wait no longer. We give the facts. And we are full ready for the theatrical arrest, the publication of the questionable evidence, and the whole parade of wretched pretense. If it deceives others, it shall neither frighten nor deceive us.

Stand up, Charles R. Flint, and explain yourself !

Stand in the open, Mr. Flint, and let us have your story in cold print over your own name. The commercial honor of New York demands it. The moral sense of a great, free people, will have nothing less. No dodging behind a charge of crime devised for the plain purpose of suppressing facts. No dodging behind anonymous publications and "authorized" interviews in the daily press. No dodging behind a pretense that you thought us guilty. For your attorney was instructed to say that you believed us innocent, and now we mean to prove it.

And, Gentlemen of the Press, see to it that the fighting is fair. We ask no favors. We court investigation. The methods have been made plain. Now search for the motives.

"*Thrice is he armed who hath his quarrel just.*"



Published on the 1st of each Month by

THE INDIA RUBBER PUBLISHING CO.  
120-122 LIBERTY ST. NEW YORK, U. S. A.  
LONDON OFFICE, 225 STRAND, W. C.

JNO. R. DUNLAP.

H. C. PEARSON.

Vol. 19.

JANUARY 9, 1899.

No. 4.

## TRUST EXTRA.

### A MATTER OF PERSONAL HONOR.

"From panic, pride, and terror,  
Revenge that knows no rein—  
Light haste and lawless error,  
Protect us yet again."

FOR a period of two years past there has been an honest difference of opinion between the publishers of THE INDIA RUBBER WORLD as to the editorial policy of the paper with regard to Trusts. Mr. Pearson has held that these formidable aggregations of capital were inevitable in the rubber trade, as in other industries, that opposition was useless, and hence that the true policy of the paper was the maintenance of a friendly attitude. On the other hand, I have held that these combinations are impracticable and temporary, because of the obvious impossibility of controlling either the supply of crude rubber or the number of factories that can be quickly started; that they are demoralizing to the trade and extremely hurtful to public morality, because of the sore temptation to unload worthless properties upon unsuspecting investors through stock speculation; and hence, that it is the plain duty of the accredited organ of the trade, not only to oppose them openly, but to give all the facts fully and fearlessly.

\* \* \*

Mr. Pearson's policy has heretofore prevailed; but this difference of opinion was brought to a crisis a few days ago, by the preliminary announcement, in the daily press, of a movement which has for its avowed object the ultimate control, under a single influence, of all the principal lines of manufacture in the rubber industry, and of the supply and price of crude rubber. This is so utterly wild and impossible a scheme that I, holding the controlling interest in the property, at once decided to insist upon my view as to the policy of the paper, and so advised Mr.

Pearson by letter to his home in Boston. In reply he wrote me under date of December 25th, 1898, as follows:

"Ever since I entered the rubber business I have made it a point to go out of my way to do favors for the rubber men, one and all, and most of them appreciate it. To-day most of them, even the big and rich — Company, believe that consolidation is the best thing. When the United States Rubber Co. first started, if we had jumped in and smashed it we might have made a record; but to-day, with the rubber-shoe Trust making money, with all the strongest men in it, with the insulated-wire men practically together, and with the rubber importers in the deal, and the big mechanical-rubber men and the druggists' sundry men as well, we want to consider carefully before we attack what the whole trade think is for their interest. However, we can talk that Tuesday."

\* \* \*

Here was a dilemma. This letter convinced me that Mr. Pearson was as honest, as earnest, and as firmly set in his view as I could possibly be in mine. My mind was made up. Conscience and judgment would not permit me to remain with the paper unless my policy prevailed. On the other hand, it would be unfair to coerce Mr. Pearson, and it would be hopeless to expect his effective and helpful coöperation in the vigorous prosecution of a policy diametrically opposed to his honest judgment. The house divided against itself must fall. My retirement from the paper at once suggested itself.

But that step would involve very material sacrifices. First, there was the sacrifice of a valuable opportunity to give effective expression to views which I deem vital to the public interest at this juncture. This was compensated, in part, by the determination to take up, with added vigor, the strongest possible opposition to these industrial Trusts in the pages of *The Engineering Magazine*—a journal of which I am editor and sole owner, and which affords the opportunity to address a far wider audience than is reached by THE INDIA RUBBER WORLD.

Then arose the perplexing problem of putting a fair price upon the controlling interest in the INDIA RUBBER WORLD. I was the founder of the paper. It has proved a substantial success in a field where all its predecessors failed. I have always accounted it the corner-stone of my publishing business, because it was my first success in New York.

Never conceiving the possibility that Mr. Pearson and I should differ seriously as to the policy of the paper, I have said to associates and friends, time and again, that no possible price could induce me to part with it, because sentiment, association, and pride in the little property made it doubly dear to me. Beyond that, all my future plans in life have been formed with the idea that I should continue

to give the property my best thought and aid, to the end that one day, with the inevitable expansion of the rubber industry, it might become a priceless heritage to my family. Mr. Pearson's relations with me were closer than those of a mere business partner. He is a trusted and loyal friend—ready to sacrifice judgment and interest to follow my lead, as he knows I have followed his to the limit that conscience will permit. Furthermore, Mr. Pearson is the technical editor of THE INDIA RUBBER WORLD. For years past he has had absolute control of its pages. The work he has done in building the property has been so valuable, and even indispensable, that the paper's present success and bright promise are due to him quite as much as to myself.

\* \* \*

More than this, Mr. Pearson spent the summer of 1897 with me in Europe, looking into the rubber industry there, while I remained eight months in London, engaged in the successful work of establishing a European edition of *The Engineering Magazine*. During all that time my mind was busy with investigations into the practicability of a similar enterprise for THE INDIA RUBBER WORLD. I came home confident in the belief that the foreign circulation of the paper could ultimately be made to exceed the number of its domestic readers, because America is the home of rubber manufacture, and the industry is builded upon the inventions of an American whose work has won him enduring fame. In this judgment Mr. Pearson cordially agreed, and for a month past we have been deeply absorbed in the work of planning for a series of the most important publications ever yet made in the interest of the rubber trade. This announcement is to be issued within a few days, and so sure am I of its stimulating effect upon our entire constituency, that not later than December 12, 1898, writing to Mr. Pearson, I said this :

"Now I say to you as deliberately as I ever said anything in my life, that THE INDIA RUBBER WORLD has now immediately in front of it a period of revival, growth, and enduring prosperity far beyond anything that it has ever known. I see ahead the possibility, not only of securing more advertising than we have ever carried before, but also the certainty of giving advertisers such continuous and ample returns that they will value every issue of the paper for the benefit it confers; and, in addition, I see the possibility of so extending the circulation of the paper throughout the entire world that its income from subscriptions will be more than doubled within two years."

Thus, with no desire to sell, no need to sell, pained at the thought of parting with the little property which was my pride, more than pained at the thought of losing a trusted partner and friend, and with no possibility of

finding any other equally profitable and promising investment, it can be readily seen that to sell at all would have involved a most serious sacrifice.

\* \* \*

But the situation was inexorable. Mr. Pearson thought that he had before him the opportunity of a lifetime. He had numberless influential friends in the trade, nearly all of them believing like himself that combinations were inevitable. By allying himself with such a movement—by making the paper positively helpful in extending the legitimate business of the combination—he could undoubtedly profit greatly in the immediate future, and at the same time keep the paper clear of the disaster which, in my judgment, would inevitably wait upon the Trust itself. Against this prospect for a partner and friend there stood only my individual judgment. The crisis was a trying one; but, after sober consideration within the circle of my little family, I decided to do the only thing open to an intelligent and fair man. I tendered Mr. Pearson the opportunity to purchase, with the aid of his friends in the Trust movement, my entire interest in the property—and, placing no restriction whatever upon the terms which he should make with others, I fixed the price of my interest at a capitalization based on 10 per cent.—my average cash income from the paper for the past nine years being the basis of the valuation.

Mr. Pearson regarded my price as a fair one, thanked me for the opportunity thus afforded, and immediately decided to see what could be done.

\* \* \*

Several influential friends in the trade had already suggested the advisability of his actively identifying himself with the movement, and the President of one of the leading companies in the trade had urged the idea of his taking a prominent official position in the organization. Naturally enough his first move was to see this old and trusted friend. But he was out of town. The date of publication was close at hand. Much of the matter written by myself and by others in opposition to the Trust, was already in type. There was no time to spare, and none to be lost. Enthusiastic over the possibilities of such an alliance, wholly innocent of any other thought than to identify himself honorably with others whom he could aid and who, in turn, could greatly aid him, he decided to go at once to Mr. Charles R. Flint, the prime mover in the project. He explained clearly my radical opposition and his own readiness to coöperate with the movement, and in the desire to put himself upon the best possible footing at the start, he offered to sell the entire paper at the valuation I had fixed, to engage himself as its editor and manager, and to take up at once the work of inducing prominent manufacturers

intimately known to him to join the preliminary organization. Mr. Flint at once explained that he cared little for the paper itself, unless he could get the brains with it; and to illustrate his meaning he drew a small circle, saying, "This represents the printing press." Around this he drew a larger circle, saying in substance, "This is the gray matter, and that is what we want. I can without doubt be influential in helping a great amount of advertising into the paper, and if you edit and manage it, three-fourths of the profits of the enterprise shall be yours. Suppose we buy Mr. Dunlap out. I will then lend you the money to buy half his stock, and at the end of five years you can buy it back from me, paying me what I now pay with six per cent. interest. Or suppose I buy half of your stock, and half of Dunlap's, you and I to have a secret understanding that will enable us to control the property." To the last proposition Mr. Pearson replied: "I have been in partnership with Dunlap for nine years. He would not do such a thing as that to me, and I certainly will not to him."

Mr. Flint continued, "Your position is perfectly obvious to me. There are certain men in the trade that I can send you to and with whom you can be very helpful. I think I can guarantee you \$20,000 for this work, apart from your work on the paper. All the men that I have around me and that work with me are rich, chiefly through their connection with me." He then asked Mr. Pearson to call him up by telephone later in the day, and over the telephone he said: "I have changed my mind somewhat about that matter. Suppose you come and see me to-morrow morning at 9.30. If Mr. Dunlap is, as you say, a man of force and capacity, we want him connected with the enterprise." Mr. Pearson replied emphatically, "You can't get him."

Talking with me immediately after this first interview, Mr. Pearson said of the terms proposed: "Those are pretty liberal terms, but I suppose they want the best that's in me."

\* \* \*

At the hour mentioned on Friday morning, December 30th, Mr. Pearson called and was presented to the lawyer representing the syndicate of bankers, and Mr. S. P. Colt, representing the United States Rubber Co. The entire subject was gone over, Mr. Flint talking volubly and the other gentlemen interrupting frequently with questions and suggestions. Thus, Mr. Pearson would be adroitly drawn into such replies as: "Yes, but——" and here a quick and voluble interruption would forestall a qualification changing the entire meaning of the apparent affirmation.

In the inception of this interview, as before, Mr. Pearson took pains to make it perfectly clear that any thought of

inducing me to identify myself with the Trust, or to alter my convictions as to the conduct of the paper, must be abandoned. But he was equally clear in stating his entire readiness to retain all his interest in the paper, and to enter heartily into the work of the organization upon the terms voluntarily proposed by Mr. Flint.

Before this interview was concluded a telephone message was sent by Mr. Charles R. Flint to my office inviting me to join them at once. I did so, and was introduced to the gentlemen indicated, Mr. Pearson being present. The atmosphere of the rooms was business-like, the attitude of all parties was cordial and unrestrained, and apparently there was not in any man's mind or manner a suggestion of any improper transaction. Feeling perfectly at my ease and having nothing to conceal, when asked to state my position, I did so, in the fewest possible words and with studied directness and decision of statement, because I wished to leave no room whatever for misunderstanding, bickering, or bargaining. My interview lasted for perhaps twenty minutes, and I was then asked to remain at my office for three-quarters of an hour for a further appointment. Shortly after my return Mr. Pearson followed me, stating that he was to meet the same gentlemen again at 3 o'clock and they might wish to see me also.

\* \* \*

Shortly before three o'clock the same afternoon a special messenger called at my office to say that Mr. Flint desired me to meet them at the same place, at once if possible. I obeyed the summons forthwith, and found Mr. Pearson there. Meanwhile the atmosphere had changed perceptibly. There was a marked solemnity in the faces of all present—an entire absence of any cordiality. And this time the company was augmented by the presence of a well-known lawyer, who was introduced with grave formality. This eminent gentleman then announced that he had been asked to give a professional opinion upon the contents of the volume in his hands. This, he went on to say, was a stenographic report, accompanied by affidavits, recording the conversation and indicating the character of the negotiations between Mr. Pearson, myself, and the gentlemen present, in relation to purchasing an interest in THE INDIA RUBBER WORLD; and the evidence thus presented was sufficient to prove that we had been guilty of the crime of attempting to extort money under threat of making publications injurious to his clients.

"But," he went on to say, with reassuring consideration, "my clients realize that you gentlemen are probably not aware that you have been guilty of this crime, and hence, before taking any action in the matter, they suggest that

you consult some trustworthy legal adviser. I think you will find that any well-informed lawyer will confirm my opinion as to the evidence here presented."

A full-robed judge delivering a death sentence could not have performed his part with more impressive dignity. I confess that the statement startled me; but, thinking I divined the purpose in view, I immediately asked to see the contents of the document. The request was granted, and I read it all. Finishing, Mr. Pearson and I went straight to our counsel, laid the whole matter before him, and since that moment we have acted under his advice.

\* \* \*

It is only necessary to say here that we are wholly innocent of the awful accusation which has been threatened; and that we are quite ready to prove our innocence by documentary evidence, the nature of which may be inferred from the facts above recited. More than this, the alleged libelous articles, upon which the threatened charge is based, have now been published substantially as they appeared in the rough proof-slips shown to the gentlemen by Mr. Pearson, to indicate the character of the proposed opposition to the Trust. Great pains have been taken to verify every fact stated, and it will be observed that the information given and arguments presented are legitimate and necessary to an intelligent consideration of the important subject now before the trade.

It is scarcely necessary to say, further, that THE INDIA RUBBER WORLD is not now for sale at any price, and its policy hereafter will be one of outspoken opposition to the formation of the Trust proposed. And though my partner may heretofore have had doubts as to the wisdom of that policy, he doubts no more. We are as one man in the definite determination to defend our honor at whatever cost; to make a dauntless stand for the freedom of the press; and to uphold steadily what we deem to be the best interests of the industry whose welfare accurately measures the prosperity and worth of THE INDIA RUBBER WORLD.

\* \* \*

Among newspaper men who, like myself, spend their lives in daily contact with efforts of every kind to influence or throttle the press, it will be perfectly apparent that this was a deliberate, premeditated, and shrewdly-devised scheme to manufacture evidence with which to frighten, and if need be, incriminate, two innocent men to the end that they might be debarred from, or discredited in, publishing damaging facts and information. The succession of special appointments—the genial and friendly attitude—the presence of numerous witnesses—the volatility of the interlocutor—the studied questions propounded—the quick interruptions at opportune moments—the hidden stenographer—and the distinguished and dramatic at-

torney—these are all elements of a plot that would do credit to the genius of a Conan Doyle.

It is almost inconceivable to me that these men could be so base as to attempt to rob us, in cold blood, of that good name without which life loses all its worth. It is impossible for me to believe that the great syndicate of bankers who are represented as underwriters of this project would tolerate such methods, were they aware of the facts. For it is the prompt and fearless publication of expert information—precisely as we propose—that secures to banking credit its surest protection.

\* \* \*

The definite purpose of the plot is disclosed by events which have transpired since the accusation. A prominent rubber manufacturer, holding intimate business relations with Mr. Charles R. Flint, and well-known to Mr. Pearson, was summoned from a neighboring city on the afternoon of the accusation, and promptly the next morning he appeared at our offices for the avowed object of patching up a peace. Profuse in his protestations of Mr. Flint's friendly attitude, he insisted that it was all a simple blunder which will amount to nothing—a charge which will never be prosecuted, if we but assume a friendly attitude towards the Trust in the pages of THE INDIA RUBBER WORLD. He was of course told that we must insist upon the unqualified withdrawal, in writing, of the infamous charge. Going back to his principals for consultation, promptly on the morning of Tuesday, the 2d of January, after two holidays for sober reflection, he tells us that there is no use talking about withdrawal of that accusation. That is settled beyond change. If we oppose the Trust in THE INDIA RUBBER WORLD, we will be prosecuted. "Now, I tell you as a friend that what you fellows have got to recognize is, that they have got the sword and now they want the pen. You are like the rats caught in the trap, and you might as well begin to eat the cheese. I know what I am talking about when I say that you can get lots of advertising from all the companies in the Trust, if you will just publish some articles in favor of it. I will begin right off and write you a contract for \$600 myself; that means a good deal for me; and I will pledge that I will get you a lot more." And he did get more. The same afternoon he left another order for \$1200, and by mail came yet another for an increase of a half-page advertisement to a full page. Very much more of like character and kind is to follow, we are assured. We were also asked to publish an editorial article which they would submit—and this we have published, though scarcely in the form its authors expected. They will also be surprised no doubt upon receiving back the orders for their unsolicited advertising.

Now what is the meaning of these transparent attempts at conciliation through liberal orders for advertising, and more liberal pledges for the future—pledges given in evident earnestness. And what will our brethren of the press say of this leading editorial, written in the interest of our accusers, and sent to us with the evident expectation that it would be published as voicing—not their convictions—but ours!

To my mind the matter seems perfectly plain. The gentlemen promoting this Trust are financiers, lawyers, and bankers. They are neither rubber manufacturers nor newspaper publishers. They are as ignorant of the forces which make or break newspapers as they are indifferent to conditions in the rubber industry. They only know that they have made much money in Wall street by combining one branch of the rubber trade. Reasoning from that apparent success, they are now confident that they can do for rubber just what Mr. Rockefeller has done for oil, what Mr. Havemeyer has done for sugar, but what Mr. Carnegie has not yet permitted anybody to do for iron and steel. Strong in their own convictions, hot in the pursuit of great wealth, unable to see any common sense in my strange attitude, and unwilling to believe me honest, they have recklessly adjudged us both guilty of a crime. But they have missed the mark!

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One word more. The policy here announced is a question of principle, not of personalities. We have neither taste nor time for questioning personal motives. We hold that the Trust movement in the rubber industry has gone far enough. To go farther would involve us all in peril. And to stop the progress of such a movement, THE INDIA RUBBER WORLD from this day forth stands pledged to give the facts, to give them all, and to give them fearlessly. We shall strive to keep the discussion free from all show of enmity; the utmost care will be taken to use only legitimate information, and to verify every statement of fact; and we shall gladly open our columns to any honest advocate of the Trust idea. In short, our aim shall be to make the paper an indispensable medium of trustworthy information as to one of the most important subjects ever yet developed in the rubber industry.

We loathe the thought of transferring such a discussion to the criminal courts, where time and talent and money may be wasted that character may be blackened and the world made weary with sensationalism. But if these gentlemen force the fighting to that point,—we shall follow where they lead, making manful defense of honor, honesty and a free press.

New York, January 5, 1899.

JOHN R. DUNLAP,

#### AN "EDITORIAL" BY THE FRIENDS OF THE TRUST.

THE following is the editorial sent to us by the gentleman who wished to act as an intermediary between the promoters of the Trust and the publishers of THE INDIA RUBBER WORLD, in the hope that it would be published as containing our views. We are glad to publish it and to inform our readers of its authorship.—THE EDITORS.

#### MENACE OF THE NEW RUBBER TRUST.

THE organizers of what is proposed to be known as the Rubber Goods Manufacturing Co. claim, and possibly with propriety, that their organization will not fall within the legal definition of a trust, and we understand that the New Jersey law, under which the corporation is proposed to be organized, permits exactly the thing which is about to be done. It is also quite possible that the new company will realize economies through the better organization and concentration of business, and it may be willing to share its economies in some part with the public.

This is exactly what the Standard Oil claims to have done. The one argument in favor of this most successful of trusts has been that, while the oil magnates have grown richer from day to day, the public, nevertheless, has got its oil more and more cheaply, so that the public, as well as the members of the trust, have been the beneficiaries of the consolidation. We have never been able or willing to take this view of the situation. It is our view that the price of oil to the public, would be just as cheap or even cheaper under the competitive system.

For the rubber trade generally we should say that the danger of the proposed new consolidation lies not in the tendency to eliminate competition in the sale and distribution of the manufactured goods. The danger lies deeper. It is this: Of the rubber trade in the world, the manufacturers of the United States are now using about 45 per cent., as against 55 per cent. by them some fifteen or twenty years ago. If this new consolidation be carried into effect, the United States Rubber Co. and the Rubber Goods Manufacturing Co. will have a consuming power which will represent about 90 per cent. of the entire amount of rubber consumed in this country,—that is to say, about 40 per cent. of the entire rubber consumption of the world. To those familiar with the conditions of rubber production and of the original distributing markets, there is little doubt that this power, wielded by a single hand—as there is every reason to believe that it can be, because of the closeness of the relations between the individuals interested in the two concerns—would be to give those two concerns a virtual monopoly of crude rubber; virtually, because by purchasing in combination, they can get their raw material sufficiently below the price at which others can buy, to give them a margin for competition which would leave all others practically *hors de combat*.

This is the feature which impresses us as being most worthy of note and of consideration by all of those concerns which

the organizers of the new concern do not propose to take in. Naturally the struggling concerns will be left out. In addition to the disadvantage that they already suffer from, they are to suffer from a disadvantage incident to economy in production, plus the disadvantage which their chief and consolidated competitor will have in the purchase of raw material. This would make it seem as if the outside manufacturers were going to be placed in a practically hopeless and defenceless position. And this is what seems to us will be the worst feature of the business when the new consolidation goes into operation.

The evident purpose here is to frighten the Trust's competitors—to "make it seem as if the outside manufacturers were going to be placed in a practically hopeless and defenseless position." But, gentlemen of the Trust, your competitors are not to be frightened. They have got the same kind of courage that you have found in us—courage born of definite knowledge that it is utterly impossible to control either the price of crude rubber or the number of your competitors. The Wallstreet bankers and the investing public may have faith in your power, and may credit all your fine phrases about economy in production and facilities for distribution; but this talk neither deceives nor frightens the strong men in the rubber trade. They know *their* power also! There are not less than forty firms now making mechanical rubber goods in the United States. Less than ten of these are now considering the combination proposal. Think you they will risk fortune with the Trust Promoters now that the facts are out—now that THE INDIA RUBBER WORLD is pledged from this day forth to publish the truth, the whole truth, and nothing but the truth!—THE EDITORS.

#### WHY A RUBBER TRUST IS IMPOSSIBLE.

[One of the alleged libelous articles, reprinted from our January issue.]

THE fruitful parent of all the trusts that have been formed and are now forming, is the Standard Oil Company. That is not only the oldest, but it is the strongest aggregation of capital and business capacity ever drawn together in any line of business outside of railroad operations. Its astonishing success fascinates the mind of every man who is familiar with commercial methods and who contemplates its attainments. Marvelous in the perfection of its organization, invincible in its overpowering strength, astonishing in its economies of production, and more astonishing in the low prices at which its products are marketed, it is the model from which every management; no enterprise ever had more substantial gumment in support of the trust idea has been drawn. And so often and so furiously has it been attacked by press and pulpit, state legislatures, and reformers of every kind and degree, that the American people have come to look upon it as a thing which must endure because of the essential soundness of the principles upon which it is builded. But the secrets of its strength are perfectly obvious to men who are trained in economic thought; and at this time, when we are confronted with a formidable combination essaying to do nothing less for the rubber

industry than has been done in oil, it behooves the substantial men of the rubber trade to take careful note of the contrast between the conditions under which the oil trust has succeeded, and those under which the rubber trust must inevitably fail sooner or later.

In the first place, crude petroleum is a natural product. The supply is limited rigidly by the flow from known oil fields. The simple problem with which Mr. Rockefeller and his associates have to deal, therefore, is to get control in each new oil field as it develops. In other words, nature limits the supply of crude material and geography definitely locates it. Having in the course of its operations secured absolute control of all existing oil fields, it is now a simple matter, with their enormous capital and obvious advantages, to speedily gain control of each new field as it is developed.

Beyond this, both crude and refined oil are large in bulk, and their transportation from the point of production to the point of manufacture, and then again to consumers in every part of the world, makes the item of transportation enormously important—so important in fact that the Standard Oil Company has found it profitable to own thousands of tank cars and hundreds of miles of pipe line operated by gigantic pumping apparatus. Having command of this enormous amount of freight, they are in position to dictate terms which can either make or break railway lines, and the sums they have thus saved on the cost of transportation mount into millions of dollars.

Beyond these two features of the business which broadly distinguish it from every other line of manufacture, enormous capital is required for the equipment of their factories, tens of thousands of employees are scattered all over the country, and the by-products of their refineries are so many and so important that each in itself constitutes an important business. Indeed, it is said to be a fact that the profits from these by-products have come to be so great that the Standard Oil Company could afford to give away the ordinary grades of refined oil and still declare handsome dividends on their stocks.

It must be plain to any well-informed man of business that the principles of success applying to an enterprise of that peculiar character, and of such enormous proportions, can have no application to a distinctly manufacturing and commercial business, like that of India-rubber manufacture. In the first place, we know definitely that the supply of crude rubber is practically inexhaustible. The number of natives in the tropics who can be sent into the rubber forests is unlimited; and hence both the supply and price of crude rubber are regulated closely by the demand, precisely as in the case of wheat, oats, and corn. More than this, crude rubber is small in bulk, can be easily transported, and every vessel that sails the seas can carry a batch to the market where needed.

What is true of the crude material is equally true of rubber factories. Great or small, many or few, they can be produced in an inconceivably short time, in exact proportion to the demand for them. Indeed it is doubtful if there is any other line of manufacture of importance which requires so little capital with which to make a start, and

which offers such numberless opportunities for successful operation against any sort of trade combination. The man who knows how to manufacture rubber can buy his crude material in hard-cash competition with the strongest combinations ; he can rent a factory building ; buy all the machinery required on credit ; sell his products to customers who are his friends ; and if competition gets hot in one line, he can readily shift to another.

In proof of this we need only cite the known experience of the United States Rubber Company. No aggregation of manufacturers has ever yet been formed which combined more brains and capacity in its formation and management ; no enterprise ever had more substantial backing from the financial interests centering about Wall street ; and no other branch of the trade offers such fine opportunity for economy in production and distribution, because the manufacturing processes are all simple and similar in every factory, while the product is sold at wholesale to jobbing houses, with whom the personal equation in salesmanship is reduced to a minimum. But what has been the result ? Mr. Banigan would have undoubtedly wrecked the combine if they had not bought him out at a price enormously in excess of the actual value of his properties, a price which nobody but an unsuspecting public could ever be induced to pay. But even with Mr. Banigan out of the way, they still found that the canker of competition was incurable, and so again they have had to buy Mr. Converse off at an equally fabulous price. Surely that ought to ensure safety for the future. But ! already we have seen that the men who have actually been made rich by the United States Rubber Company—one of its presidents and several of its directors—have, within the past two or three years, built new factories, equipped them with the very best of modern machinery, and in spite of the competition of their great rival, they are sailing into the fight serenely confident of selling enough goods to make handsome profits, or selling out to the trust at yet longer profits, as both Banigan and Converse have done.

These object lessons ought to be enough to teach the substantial and far-seeing men who are engaged in the manufacture of mechanical goods, that their true policy is a very simple one : Make absolutely sure that you get a very fat price, or don't go in at all ; for if you are wise enough to stand out, as Banigan and Converse did, you may command an enormous premium a little later on.

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THE PRESENT WINTER PROMISES to be a record breaker in respect to the rubber footwear trade. The exceptional storms we have had came so early in the season as to clear the stocks of dealers and manufacturers to a degree seldom known in the past, insuring a crop of supplementary orders which will make the production for the year probably the largest ever known. Not only will it be unnecessary for manufacturers to reduce prices in order to dispose of their production, but all classes of dealers have profited and are likely to profit further by the fact that the stringency of the weather has made buyers of rubbers willing to pay standard prices without hesitation. The weather has brought profits to still another class, as indicated by the advance in "Rubber" on the stock exchange after the storm.

#### COMPETITION IN THE RUBBER SHOE TRADE.

THE original prospectus of the United States Rubber Co. stated that arrangements had been made for the control of "twelve of the fifteen manufacturing companies in which is centered the entire rubber boot and shoe business of the country." Subsequently, with two exceptions, all the factories then existing were brought within the combination. But the big company is by no means without competition to-day, as will be seen from the following list of concerns organized since the United States Rubber Co. began business :

JOSEPH BANIGAN RUBBER Co., organized by Joseph Banigan upon his retirement as president of the United States Rubber Co.

HOOD RUBBER Co., organized by George H. Hood upon his retirement as a director in the United States Rubber Co.

GEORGE WATKINSON & Co., headed by a former director in the United States Rubber Co.

MISHAWAKA WOOLEN MANUFACTURING Co., who have added a rubber shoe department under Emmett A. Saunders, formerly general superintendent of the United States Rubber Co.

BYFIELD RUBBER Co., organized by former employés of a company controlled by the United States Rubber Co.

AUGUSTUS O. BOURN, one of the oldest members of the rubber shoe trade, who had once before grown wealthy in the business.

Within a few months past George A. Lewis, an original director in the United States Rubber Co., and long the head of one of the best concerns controlled by that company, has resigned from connection with it, and is establishing an independent factory.

There remains to be mentioned the two eminently successful rubber boot and shoe factories owned by the president of the United States Rubber Co., Mr. Frederick M. Shepard, but which have never come within its control. These concerns, the Goodyear Rubber Co., located at Middletown, Conn., and the Lambertville Rubber Co., at Lambertville, N. J., have kept steadily at work, in dull times as well as good, making a high grade of products, and selling at the best prices paid in the market.

The new concerns named above, in addition to being under the management of experienced men who had won a reputation for great ability in their line, in both manufacturing and selling goods, start with the advantage of having the latest and best mechanical plant, and they are larger to-day, and have control of more capital, than was true of any factory now owned by the United States Rubber Co. at the same age.

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IT MIGHT HAVE BEEN SUPPOSED that if any line of manufacture existed in which the English could hold their own markets against all competitors, it was the plated silver branch. Yet it appears that American manufacturers have been selling plated ware in competition with English goods, not only in various other countries, but in Great Britain itself. American designs have found favor there because of their novelty and tastefulness, because of the quality of the workmanship, and because the prices "have been right." After this, our rubber manufacturers ought not to hesitate to offer their products wherever rubber goods are in demand.

## WEAKNESS OF THE RUBBER TRUST IDEA.

*A Notable Chapter of History.*

[One of the alleged libelous articles, reprinted from our January issue.]

"I THINK the other branches of the rubber trade owe a large debt of gratitude to the United States Rubber Co. for giving them so good an object lesson on the weakness of the trust idea as a basis of doing business," said a man whose acquaintance with the trade for several years past gives interest to whatever he has to say on the subject.

"How has that weakness been shown?" he was asked.

"The big company has never been able to stand up against competition. In spite of its enormous capital, a board of directors made up of men who had become rich making rubber shoes, and the co-operation of the same selling agents who had marketed the products of the various factories during their independent existence, there was a thorn in the side of the United States Rubber Co., so long as Joseph Banigan remained on the outside. If Mr. Banigan hadn't been a strong, aggressive character, he never would have been able to begin his career with \$10,000 borrowed capital and build up a rubber shoe business at Woonsocket which made him a millionaire. In those days Mr. Converse's company gave the combination no trouble on the score of prices; he left it to the Woonsocket company to make the trouble. Mr. Banigan was able only to demonstrate his ability in such a measure that he had no trouble in getting \$100,000 capital together, after which, without the investment of another dollar beyond what was made in the business, he felt able to refuse an offer reported at \$5,000,000 for his plant when the United States Rubber Co. wanted to get rid of his competition. When he did join them, it was on the basis of taking \$11,702,800 in shares, for his interest and that of his associates, becoming president of the combination, and having good places made for his sons and the lieutenants who had been so loyal to his business interests. That was the plainest sort of confession of weakness."

"But all that is ancient history," it was suggested.

"True, but history goes on repeating itself. It occurred to Mr. Converse one day that so many outsiders were impressed with the idea that big profits could be made in rubber shoes, that an inconvenient number of new factories might be started, and his company, without warning, and in advance of the usual date for fixing prices for a new season, made a cut of 16 per cent. on the whole list. This no sooner came to the knowledge of the United States Rubber Co. than they telegraphed to all their agents to meet the cut, as a result of which there was a heavy drop in the earnings of the company. The next season Mr. Converse delayed fixing prices for a month, and the bigger company waited too. Now, before the end of the business year, they have put an end to what must have been to them an uncomfortable state of affairs by buying out the Boston Rubber Shoe Co., with a capitalization of \$5,000,000, for \$13,625,000—equivalent to over \$12,000,000 at the market price of the securities which formed part of the purchase price."

"But what is to hinder the United States Rubber Co., with these two big concerns out of the way, from keeping control of the field?"

"Why, that ought to be plain enough. The combination has offered enormous premiums for competing companies to spring up for the purpose of being bought out of the way. The contract with the Boston Rubber Shoe Co. had scarcely been closed before an offer was made to a new company out

west who were doing such a live business in combination wool and rubber boots as to affect the sales of the United States Rubber Co. in that line, but up to date the western concern has elected to continue an independent existence. You see that one doesn't need to be a Banigan or a Converse to attract the attention of the big company. Why, about the least concern in the business—the factory out on Long Island—accepted an offer some months ago to stop operations, and has since been idle. There are as many rubber factories operating to-day as at the time of the organization of the United States Rubber Co., in spite of all the factories bought up and closed by that concern, and still others are in sight. This is only natural with the record established by the big company in the way of buying up concerns disposed to make a fight against them. The same conditions confront any combination of rubber concerns in other branches of the trade.

"There are some other things of fundamental importance in this connection. What made the Woonsocket concern so powerful was its control by an able man who worked steadily toward a given purpose, with a definite policy. This became impossible when the same man was placed at the head of a corporation with more than 6000 stockholders, and was obliged to advise with a board of directors whose views were never unanimous on any one point. This, too, was the secret of success of the Boston Rubber Shoe Co., which was practically a family affair, with no reason to take the public into its confidence. When the sale took place to the United States Rubber Co., a public company, it became necessary to make some statement of its affairs, and the fact came out that, with a capital of only \$5,000,000, the Converse company had made profits in a single year as high as \$1,800,000, while the bigger company, with a capitalization of more than \$40,000,000, has not disbursed as much in dividends in any year. The Boston company, during its long history under a single management in which was concentrated business sagacity, a high grade of manufacturing ability, and the utmost fairmindedness, made a record which attracted buyers to them as a sort of personal clientele—such as would be well nigh impossible for a company managed by a board of directors composed of discordant elements. This explains the difference which is likely to exist between a personally conducted business and one in which the responsibility for management cannot always be fixed.

"One illustration will show why the Boston company had such a strong hold upon its customers. One year many of their shoes 'bloomed' rather badly. Mr. Converse no sooner heard of this than orders were given to recall all the goods of this lot, which were replaced by new goods without the objectionable feature. It is safe to say that, thereafter, every customer who had been a party to this treatment was ready to give his preference to the Boston company. At the same time it might not have been possible for a big company, under composite control, to have pursued just the same policy. Wall street quotations might have been seriously affected by newspaper stories about the affair, published at the instance of 'bear' operators.

"No doubt it would be possible for economies to be introduced in manufacturing in some lines, with a judicious combination of factory facilities, but in a mercantile business it is the selling of goods that counts in the end, and the creation

of such relations with customers that they will be disposed to remain buyers from a company without regarding every concession in price by a competing manufacturer. This is the

highest accomplishment in salesmanship, and this may be attained more readily through the medium of personal control than under any other system it is possible to devise."

## RUBBER TRUST NEWS AND GOSSIP.

[One of the alleged libelous articles, reprinted from our January issue.]

### REPORTS IN THE DAILY PRESS.

**T**HE daily newspapers have had something to say regarding the consolidation of the rubber companies. Several Boston journals, for instance, gave the following as a list of the leading companies, together with the paragraph which follows, in quotations:

COMPANIES.	Capital.
Gutta Percha and Rubber Co., New York .....	\$800,000
Boston Belting Co., Boston .....	1,200,000
New York Rubber Co., New York .....	300,000
Manhattan Rubber Co., New York .....	150,000
Peerless Rubber Co. ....	100,000
National India Rubber Co., Bristol, R. I. ....	1,200,000
Mechanical Rubber Co., New York .....	5,000,000
New Jersey Car Spring and Rubber Co. ....	400,000
Whitehead Bros. Co. ....	60,000
Revere Rubber Co., Boston .....	1,500,000
Mercer Rubber Co. ....	75,000
Akron Rubber Co., Akron, Ohio .....	1,500,000
Empire Rubber Co., Trenton .....	250,000
Globe Rubber Co., Trenton .....	200,000
Trenton Rubber Co., Trenton .....	300,000
New Jersey Rubber Co., Trenton .....	100,000
Diamond Rubber Co., Trenton .....	300,000
Newton Rubber Co., Newton, Mass .....	100,000
Total .....	\$13,535,000

"The Boston Woven Hose Co., capital \$900,000, is not included, owing to it being in the hands of assignees, but the formation of the combination will undoubtedly enable that company to dispose of its plant to advantage. Most of the companies are in a prosperous condition and their stocks command a premium. The stock of the Gutta-percha company sells at nearly \$400 per share and stock of the New York Rubber Co. at above \$200."

The ignorance regarding the companies named in this list displayed by its compiler is on a par with most newspaper statements on such subjects. The Peerless Rubber Manufacturing Co., put down here with \$100,000 capital, is incorporated under the laws of New York with \$1,000,000. The National India Rubber Co. is a part and parcel of the United States Rubber Co., equipped for and run chiefly on rubber shoes, doing a little business in mechanical goods, druggists' sundries, carriage cloth, and insulated wire. If the mechanical people are willing to take it over on the basis of the capital given—\$1,200,000 (the same as the Boston Belting Co., for instance), they have a deal of courage. Errors are made in giving the names of companies and in crediting the Diamond Rubber Co. (Akron, Ohio) to Trenton.

A different list, telegraphed from New York and widely printed, included also the names of Morgan & Wright, of Chicago; The Hartford Rubber Works Co., and The Stoughton Rubber Co.

An earlier rumor was one sent out with a Trenton date line to the effect that all the rubber concerns in that city had formed a combination, at a meeting held in New York city. These companies, the report said, would be operated from one office with \$5,000,000 capital, and other details were given with an air of circumstantiality. The list given of the Trenton factories, however, was not correct, and one concern was included in the list which has no factory at all, but is simply a commission house, selling largely to one or two railways, and actually

having nothing to dispose of beyond a good will vested in two of its owners—an asset which it would be rather difficult to fix a value upon. Very little investigation was needed to prove the whole story to be false.

The assertion comes from more than one quarter that some of the rubber manufacturers had their fighting blood so aroused by a publication in the daily press that the rubber trust would make it impossible for them to buy crude rubber unless they went into it, that a combination in opposition to the first named trust is seriously talked of. In other words, it is a combination for protection and self-preservation.

### THE VIEWS OF ONE RUBBER MANUFACTURER.

"THE talk about the rubber trust is becoming too general for THE INDIA RUBBER WORLD to ignore it, and we should like your help toward a correct understanding of the facts," said a representative of this paper to the president of a leading company which has been named in connection with the proposed consolidation.

"There has been no such combination as the newspapers have reported," he replied, "but it is in the air. We have been talking the matter over, and something may happen very soon. The fact is, that we are obliged to take some action. Some of us are making money, but not as much as the volume of our business warrants. Our own concern has paid dividends regularly, and some others have done so, but one large concern has gone down lately, and other large ones are in an undesirable condition. It was the vital necessity for some measure of relief that led to the concerted effort last summer to advance prices. That did not prove so successful as we wished, and something else must be tried. We believe that we can find a way to work together for mutual advantage, and yet without putting any burdens upon the consumers of our goods."

"Is it intended to take in all the mechanical goods factories?"

"No; only some leading concerns."

"In that event, may not some of the concerns now rated as small have a chance to become big ones, at the expense of the combination?"

"We have had that in mind, and I think that we shall be prepared for them in a way that will enable us to protect ourselves."

"More than one scheme of consolidation has been suggested; in what one are you interested?"

"Any combination that may be made will be the work of the rubber men themselves. Mr. Charles R. Flint, whose name appears prominently in the newspaper gossip, has talked with me on the subject, but has not asked me to sign the prospectus which I understand he has drawn up. Mr. Flint has had experience in this line, and is interested in other combinations now existing, but he is not a practical rubber man, and it will be found, when the time does come for us to get together, that the views of the manufacturers will control."

"Does the plan you have heard discussed look to taking in the Trenton factories?"

"No."

"Your company declined to go into the movement which resulted in the organization of the Mechanical Rubber Co., and I recall your assertion, at one time, that you would never join a consolidation on the same lines as the United States Rubber Co."

"We were opposed to any consolidation then, but the conditions have changed. But we should still object to combining on the lines of the companies you mention."

#### NOT IN THE COMBINE.

MR. AMADEE SPADONE, president of the Gutta Percha and Rubber Manufacturing Co. (New York), assures THE INDIA RUBBER WORLD that his company will not be included in the Rubber Goods Manufacturing Co.

The Hartford Rubber Works Co. (Hartford, Conn.) write to *The Wheel* denying the truth of a report that they would join the new combination. They say: "The Hartford Rubber Works Co. has always been successful in managing its own affairs, and will undoubtedly be able to continue to do so for some time to come."

#### A DISCLAIMER FROM AKRON.

THE B. F. GOODRICH COMPANY,  
AKRON RUBBER WORKS.

Akron, Ohio, December 30, 1898.

RECENT Associated Press dispatches contain a list of rubber manufacturers who are reported as being ready to enter into a combination.

The name of this company appears upon that list without warrant or authority from us.

We send this notice to our customers so that they may have an authoritative statement of our position.

## PLANS OF THE PROPOSED RUBBER TRUST.

*An Authoritative Statement Regarding The Rubber Goods Manufacturing Co.*

[One of the alleged libelous articles, reprinted from our January issue.]

#### EDITORIAL NOTE.

THE statement which follows comes to THE INDIA RUBBER WORLD through wholly trustworthy sources. This journal assumes no responsibility, however, for any of the assertions made, beyond accuracy in reporting the company's program as made known through persons authorized to speak for it.

THE first steps have been taken towards forming a corporation to be known as the Rubber Goods Manufacturing Co., and which is meant to include all branches of the trade other than rubber boots and shoes and hard rubber goods. The footwear trade is largely in the hands of the United States Rubber Co. and three of the four American manufacturers of hard rubber formed a consolidation only a few months ago. The promoters of the new company are actively at work, in the expectation of being ready to file articles of incorporation in New Jersey within the next two weeks, and the following statements have been given to THE INDIA RUBBER WORLD by one in high authority.

The number of companies now in the trade that are eligible to join the new combination is not stated definitely by the promoters, but it is estimated that their tangible assets aggregate \$15,000,000. It is proposed, therefore, to fix the capitalization at double this figure, one half of the stock issued to be in 7 per cent. cumulative preferred shares, and the remainder—representing trade marks, patents, good will, and presumably service contracts—in ordinary or common shares. No list has yet been given out of the rubber manufacturers who have signed the agreements drawn up by the promoters, but it is stated that the signatures have been obtained of concerns doing a business of \$10,000,000 per year, out of an estimated total annual business, by the companies considered eligible, of \$25,000,000.

We earnestly request that they will not give credence to newspaper reports.

Should we ever decide to enter into a combination we will formally notify our friends to that effect.

THE B. F. GOODRICH COMPANY.

#### WHAT A SMALL FACTORY CAN DO.

An official of one successful rubber manufacturing company said to an INDIA RUBBER WORLD man :

"There are some things that no rubber trust can stop. It can't stop new concerns from starting up. I could, myself, without much capital, either, get together a grinder, washer, calender, and the like, and start to turning out belting and hose of good quality and sell it in competition with any trust that can be started, to buyers in the trade whom I know, and make money at it. And there are plenty of other young men in existing rubber factories who can do the same thing. I believe in the personal equation as an element in doing business. When our concern was young, we induced a selling agent to leave the employment of one of the oldest rubber companies and go with us. His great success in selling goods for his old employers was believed by them to be due to their long established reputation, but he has gone on selling to the same trade, substituting our goods for those he formerly handled, apparently without any trouble. The man's personality counts, and until a trust can be formed that takes in and keeps everybody employed who is now in the business, the trusts will always have a thorn in their sides in the way of competition from 'little fellows.' "

Conditions are alleged to have arisen in the rubber industry within recent years which make desirable some sort of readjustment all around, and it is urged that this can be accomplished most readily and most thoroughly by a consolidation of the management of the various factories. Certain of the companies had in view as likely to be embraced in the new corporation are stated to have made profits in recent years as high as 15 to 20 per cent., while other concerns, working on similar lines of goods, have made nothing, or have shown losses of as much as 5 per cent. The promise is held out that, under a consolidated management, a profit can be made on the whole business, after making a general reduction from the present prices of products. A cut of 7½ per cent. in prices is promised as soon as the combination takes effect.

As for the lines on which it is proposed to conduct the industry, it is suggested that benefits would accrue from so differentiating the work of manufacture as to confine each branch to certain factories, instead of each attempting to produce a variety of goods. Again, with factories in different states, a division of trade could be made on a territorial basis, whereas now every important concern is trying to sell goods in every part of the country. Not the least of the advantages claimed under the new arrangement is that crude rubber may be purchased more economically by the manufacturers working together than is now the case. While it is not proposed that the new company shall be related in any way to the United States Rubber Co., yet it is contemplated that they may work toward the same ends in respect to the purchase of raw materials.

While individual concerns, with small capital, could effect little in the way of influencing crude rubber prices, it is

claimed that the total production of rubber is so small, and is confined to such narrow geographical limits, that the investment of say \$8,000,000 of capital would make possible its complete control. This would involve co-operation in European markets, of course, since prices of such a commodity cannot be fixed in a single country; but it is held that this will not be an unsurmountable difficulty, in these days when cabled market reports enable the whole situation to be known in any important center.

In answer to suggestions regarding the ability of small manufacturers who may be left outside this combination becoming strong enough in time to prove formidable competitors, it is claimed that they will be permanently at a disadvantage (1) from the lack of the peculiar economies of production and the superior channels of distribution possessed by the big company, and (2) from their inability to buy rubber on so favorable terms. The proposed control of the crude rubber market is expected to afford a marked relief from the present conditions of high priced material, though it is urged that this feature of the combination would be no less desirable, no matter how much rubber might decline through the operation of the laws of supply and demand.

The present has been chosen for taking this step toward a

consolidation, because the continued high cost of rubber has emphasized the desirability of making radical changes in the methods of the industry, and also because, it is alleged, the success of the United States Rubber Co. can be pointed to as proof of what may be accomplished in other branches which rest, fundamentally, upon the use of raw material of the same character. It is claimed that, whereas some of the rubber shoe companies were formerly on an undesirable footing, all that went into the consolidation formed six years ago have made good profits.

The present negotiations are in the hands of Charles R. Flint, who brought about the organization of the United States Rubber Co., and who is now treasurer of that corporation. Interested with him are said to be some of the leading financial houses in New York. An underwriting syndicate has been formed, which is said to include such firms as Baring, Magoun & Co., August Belmont & Co., J. P. Morgan & Co., R. P. Flower & Co., Kuhn, Loeb & Co., Brown Brothers & Co., Heidelbach, Ickleheimer & Co., Levi P. Morton, J. & W. Seligman & Co., and about twenty others. About \$3,000,000 of the shares first intended to be issued have been allotted to these firms. [The names of the signers of the prospectus have not been given out.]

## CRUDE RUBBER NOT EASILY CORNERED.

[One of the alleged libelous articles, reprinted from our January issue.]

**I**T would not be a simple matter for a single company to control the world's supplies of crude rubber. While the growth of rubber is confined to certain countries, the amount of territory involved is enormous. The area known to produce Pará rubber is reported at more than 1,000,000 square miles, of which probably not more than one-fourth has ever been worked for rubber, and every traveler who ventures into unexplored country in the Amazonian basin discovers more rubber trees. Furthermore, the older districts never become "worked out," but constantly increase their production. These forests are reached by means of thousands of miles of navigable rivers, on which hundreds of steam vessels ply, representing an investment of millions of capital. The rubber exported through Pará is produced in several countries, under different laws, and in which different languages are spoken and different business customs prevail. The gathering of rubber is in the hands of a great number of small operators, among whom there is no organization or concerted action. They are mostly beyond the reach of telegraphs, or postoffices even; employing the methods of barter instead of cash or bank paper, and generally in a position where it would be difficult to deal with them as a whole.

It is true that the proposition to monopolize the rubber supply looks rather to controlling the market at Pará, as operators in wheat deal with accumulations of stocks rather than with individual farmers. But "deals" in wheat are temporary, and apply only to the existing supplies at any one time, which must be "unloaded" before new wheat comes into the market. A company which should gain control of all the rubber now existing, and even of all the producers now at work, would speedily be confronted with the competition of new workers in new fields, who would enter the business in such numbers that any attempt to control all of them would call for constant additions to the capital of the trust.

It is not true that all the rubber produced in the Amazon watershed comes through Pará. Rubber abounds in half a dozen Brazilian states south of Pará and Amazonas, and is beginning

to be marketed at a rate which indicates that a monopoly of the Pará market might develop new markets at Ceará, Pernambuco, Bahia, and even Santos. Last year more than 1,000,000 pounds of rubber was exported from Ceará alone. Then Bolivia, supinely rich in rubber, while less accessible than the Brazilian states, could manage to ship an important quantity of rubber by the Pacific coast, if a greater incentive existed for the development of this trade. Rubber is carried overland in large quantities in Africa for greater distances than exist between important Bolivian rubber fields and Lake Titicaca, from which transportation to the Pacific is reasonably good.

The gathering of Pará rubber, except in the older districts, where private ownership of land is coming in vogue, is practically free to the world. It is the policy of local governments to encourage new settlers and the largest possible production of rubber, since the export duty on this commodity forms an important source of the public revenues. No country in South America to-day would favor any monopoly in crude rubber which threatened in any way a restriction of the product. The tendency would be rather such as was shown in the Island of Trinidad, where, after one corporation had gained what it considered a complete monopoly of the asphalt there, it found the government granting concessions to other parties for newly discovered deposits.

But all the rubber does not come from the Pará country. Undoubtedly immense supplies are yet obtainable in Colombia, Venezuela, and Ecuador. Then there is the vast rubber belt of Africa. The Congo output, expected soon to reach 4,000 tons a year, is gathered by six Belgian companies, working under government concessions, which give them a real monopoly, because they control the land. The Angola product, amounting to 2500 tons a year, is kept in the hands of the Portuguese by the action of the government. French Africa, including Madagascar, does not invite trading in rubber by the people of other nations. As for the English colonies in Africa, on both coasts, the business is so widely scattered as to make its consolidation difficult. All of this is mentioned to show that, even were a

large share of the rubber trade brought under the control of one concern, chances would always exist for outside producers and traders to put rubber on the market, enabling independent manufacturers to supply their wants.

Finally, the cultivation of rubber, though no important results have yet been shown, is certain to come, just as coffee, tea, oranges, bananas, cinchona and a host of other tropical products, once known only in a wild state, are now cultivated. Experiments in planting rubber in Ceylon are progressing favorably, and Cuba gives promise in the same direction. Both these islands are now under favorable political control, and they could alone supply the world with an important share of the medium grade rubbers needed in the industries. Several millions of dollars have been invested in rubber cultivation already.

An attempt to monopolize crude rubber would lead to a speedy increase in these investments.

If any hope is entertained of keeping the Pará rubber production under control on account of the scarcity of labor along the Amazon, it may be suggested that new operators in the field would have open to them the entire coolie labor market of the East Indies. Already in Trinidad, Jamaica, British Guiana, East Africa, and Australia coolies, "indentured" for a term of years, are employed on a large scale. People of the same type have been the making of Java, where they have shown their fitness for rubber gathering, and there is every reason to believe that they could be introduced with success into South America. By the way, the Amazon valley cannot be worse than the Congo country.

### HOOLIHAN ON THE NEW RUBBER TRUST.

[One of alleged libelous articles, reprinted from our January issue.]

"DO I know anything about the new rubber trust?" said Hoolihan in reply to my question. "Indade I do. I know ahl about it. Sure I may be in it meself shartly."

"I didn't know that you were a manufacturer," said I.

"You littery felleys doant know everything."

"Very true, but what company are you connected with?"

"The Farlarn Hoap."

"The Forlorn Hope!" I exclaimed. "Is it possible?"

"It's possible, probable, an' so," was the energetic answer. "Be gob, I'm the biggest stock houldther an' the biggest fool to boot. I pit me money in whin it was paain' big dividinds. Thin they stopped because there was no more money,—an' I had to pit in some more or lose phwat I had invisted."

"Well?"

"Sure the business ud be good enough if me manager ud only sthick to maakin' goods that paay, an' not be thryin' to mate the prices av every other maan in the worrid. I was a figurin' up me dividinds that didn't come the other daay, phwen in comes the thrust man himself—Charles R. Flynn."

"I see," I assented with interest.

"Sure he was thot cardial that we were callin' aich other Mike an' Charlie insoide of half an hour."

"What did he suggest?"

"Well he sympathized wid me a dale. Said ther ud niver be anny more money in maakin' rubber goods unll ahl the manufaciturs got thegether. That he could show me how to unload an' git me cash back."

"What was his plan?"

"As nare as I cud maake out, ther was some big banker min phwat ud buy ahl the plaants an' thin sill thim ter pape that had more money than brains. He said the schame was ahl underwrote be honest undertakers an' thot my businiss was the ony one that was not yit in the date."

"Did you believe it?"

"Did I belave it? Sure I did. I'd belave annything he said, even av I knowd ut want thru. He said as how he had lift me for the laast because he wanted me ter be the prisident av the thrust."

"That was a great compliment."

"I suppose so," was the gloomy reply.

"Go on, go on!" I exclaimed, impatiently.

"Well on the strenth av me hoaps I bought a buke av parliamentary tick-tacks an' a new hoigh hat, an' a brooham wid a foine pair av harses. I felt that me new dignity wouldn't lit me use the illavaated, that I'd dhrive down town to me sthore.

Jist thin in cooms my bye Tim—the reporthor, ye know—the devil's oan brat fer gittin' ahl the news. 'Saay, ould man,' sez he; 'how manny rubber mills will be in yer ould thrust?' he sez. 'About thirty-six av they gets them, the mechanical min alone,' I sez. 'That's a good manny prisidents fer wan carpertion,' he sez, wid a grin. 'Phwat the devil der yer mane?' sez I, wid a sinkin' in me hearrt. 'Ivry man thot goes in is to be prisident,' sez he. 'Nonsince,' sez I; 'at firrst, whin they begin ter organize, some man av pace, av strenth, an' carachter, not in the rubber businiss, ull be elicited. He will be prisident temporally. Thin phwin ahl is movin' smoothly and ahl competition is smashed, thin the rale executive ull come to the fore an' be elicited,' sez I. 'Thirrty six av them accarding to definite promuss,' sez the kid."

"I suppose that shook your faith a bit?" I said.

"Oh no, I belave that Flynn was as honist wid me, as he is with ahl, but I thought maybe that circumstances over which he had no contrhol ud arose laater an' maaybe I wouldn't be ruler av the rubber roost."

"Well, what next?"

"The nixt daay in comes a Habrew lyer."

"Lawyer, you mean."

"Thot's phwat I said, an' he axed fer an abortion on me factory."

"Option you mean," I suggested.

"Maaybe, but its ahl the saame. He didn't get it. Sure he thought he had me shure, fer he shows me an arrticle in the *Herold* that said after they was consolidaated I could'n get no rubber fer me mill. It starrted me foighting blood an' I tould him to go to —."

"Well?" said I.

"Thin I soald me brooham an' bruck me hoigh hat on the stoave an' sez I. Hoolihan, sez I, der yer think that Charles R. Flynn or anny other man is goin' ter give yer a fortune fer nothin'? sez I. Yeer a laame duck an' ye know it, sez I, an' manny others in the traade is jist as bad. But doant go thinkin' that a consolidaation will help yer limp a particle, sez I. Av the strhong firms go in they will have the pull, an' the wake ull foind their mills closed an' there proprieters out av a job, sez I; av they doan't go in the cripplles ull maake a howly show av thimselves in thryin' to kape up wid the percession, sez I, an' if ahl go in an' maakes a pot av money be sellin' to the thrust, phwy every man in the countrry thot can roaise a few thousand dollars ull be starrtin' rubber mills an' raisin' merry —!"

"Well," said I.

"Raisin' trob wid the thrust's businss an gettin' bought out."

"What is this gentleman's object in starting this trust?" I asked.

"Phylanthroppy, I suppose," said Hoolihan. "I belave he would git a shmall bag av somethin' as a commishin."

"Bag of something?"

"Yis; he said his comishin was a mere bag—bag o—"

"Bagatelle?"

"That's it. I spose uts wan av thim canvas extinsion bags fer houldin' wathered stock, or maaybe fer carryin' saamples av crude rubber."

"Does he sell rubber?"

"Oh yis," was the instant reply. Then, after a pause—"Saay, I suppose he intinds ter sill rubber to the new thrust?"

"Probably."

"Saay," said Hoolihan, slowly, "I'd loike ter be in thot."

"What, the new trust?"

"Dom the new thrust. In the Flynn thrust phwat ull sill the rubber to the other thrust. Thot was done wance befoor till the secret thrust got caught at it an had to shell out a pile av money,—but I till ye ahl about that later."

"Well now seriously, are you going to join the trust?"

"Me bye, fer the firrst toime in four years I see me way clear ter maake the Farlarn Hoap Rubber Co. paay an paay big, an that's ter sthay out an tind ter businss. Av that thrust is farmed I'll be runnin' me mill noight an daay an then turrnin' down orthers."

#### TECHNICAL SCHOOL vs. RUBBER SHOP.

THE letter which follows, from a successful rubber factory superintendent, is one of the responses received to a request for the views of some practical rubber men on the subject of a technical school for rubber workers, referred to lately in this journal. It is believed to voice the sentiments of others in the trade:

TO THE EDITOR OF THE INDIA RUBBER WORLD: In regard to a technical school for rubber workers, about which you have asked my opinion, not much space will be needed for what I have to say.

We who are "in it" are always at school. There are few graduates that have kept up with the procession. Almost everything in the rubber business "depends"; it cannot be learned in advance of the time when the practical work is to be done. Take vulcanization, for instance. The proper degree of heat depends upon the length of time involved, and vice versa, and both depend upon the compound used, qualitatively and quantitatively. Then rubber varies continually. There are as many kinds of Pará rubber as there are of apples, and rubber superintendents, like the cooks, have to season to "taste"—or by knowledge gained only by experience and constant, careful attention to their work.

When you get the faculty in a rubber school organized, I shall want to take a course myself. But I am afraid it would be like educating one's self from an encyclopedia. We certainly can learn "a lot" there, but hardly enough about any one thing to become an adept in that branch of work. The latest thing in the encyclopedia on such a subject as rubber working was too old (as a guide to practice) before it was written.

E. A. SAUNDERS.

Mishawaka, Ind., December 8, 1898.

MR. B. G. WORK, of the Akron Rubber Works, says: "My time is so fully occupied that it will be impossible for me to give any attention to writing articles for publication. Possibly later on in life I may come to doing this sort of thing, but just

at present I have all I can do to educate myself, let alone the public."

#### A NEW CARRIAGE TIRE FACTORY.

THE Goodyear Tire and Rubber Co. (Akron, Ohio) have equipped their factory with the latest and most improved machinery for the manufacture of pneumatic bicycle tires and solid and cushion carriage tires. They occupy 50,000 square feet of floor space, all located on the ground floor with the exception of two rooms. One room alone measures 220×60 feet. The machinery is propelled by a Hamilton-Corliss 550 horse power engine, and the plant is lighted with electricity. The company also operate, in connection with the tire factory, their own machine and woodworking departments.

The president of the company is D. E. Hill, and the vice-president, George R. Hill, who are two of the most prominent sewer pipe manufacturers in the country. H. B. Manton, the treasurer, is also interested in sewer pipe in an important way. The secretary is C. W. Seiberling, who was secretary of The India Rubber Co. (Akron) from its organization until October 1 last. The general manager, F. A. Seiberling, has been connected with a number of manufacturing enterprises in Akron. The superintendent, S. S. Miller, formerly filled a like position with the India Rubber Co. W. S. Sheill, who had charge of the collection and bookkeeping departments of The India Rubber Co., is also connected with the new company.

The plan of the Goodyear company, in regard to carriage tires, will be to sell direct to the carriage trade. They announce: "You can buy tires of us or our agents as low as the 'tire companies' can buy. Our success on this plan in a limited territory last year has led us to decline all 'carriage tire company' or combination business, and throw open the doors of the finest rubber factory on the continent to the carriage builder."

#### SOME RUBBER NOTES FROM ENGLAND.

THE organization is reported, in England, of an India-rubber Manufacturers' Association, of which Mr. F. B. Knott, No. 2 Cooper street, Manchester, is the secretary. The first business to receive the attention of the association related to an action brought by the Dunlop tire people against the Northern Rubber Co. (Retford), and others, on the plea that certain repairs which the trade have habitually done upon tires are infringements upon their monopoly. It has been deemed desirable to assist the Retford firm to bring the case to trial, with a view to determining how far the trade may go in repairing a patented tire.

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WRITING in reference to the proposed reorganization of an English rubber tire company, a member of the trade suggests that it can best be done by adding the general rubber manufacture. "The making of rubber tubes and tires, and the calendering and proofing of tire materials, may still occupy a large share of attention, but this branch by itself will hardly be made successful on account of the slack times occurring periodically, which often dislocate the working of the factory, by the dispersal of the trained workers. These workers should be employed fabricating articles for which there is a steady demand."

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THE exhibit of the Dunlop Pneumatic Tyre Co., Limited, at the National Cycle Show, in London, was divided in three sections—one stall for tires, one for garments, and one for mechanical rubbers. The tires were made at their works, Manor Mills, Aston, Birmingham.